

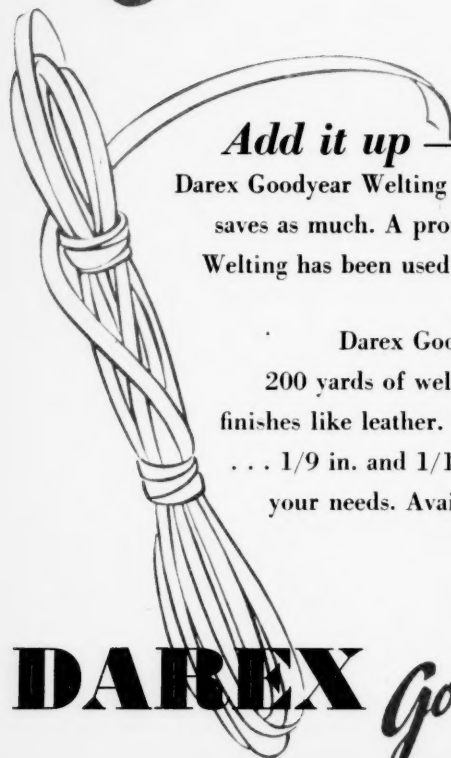
VOLUME 117  
NO. 25

# LEATHER *and* SHOES

JUNE 4,  
1949

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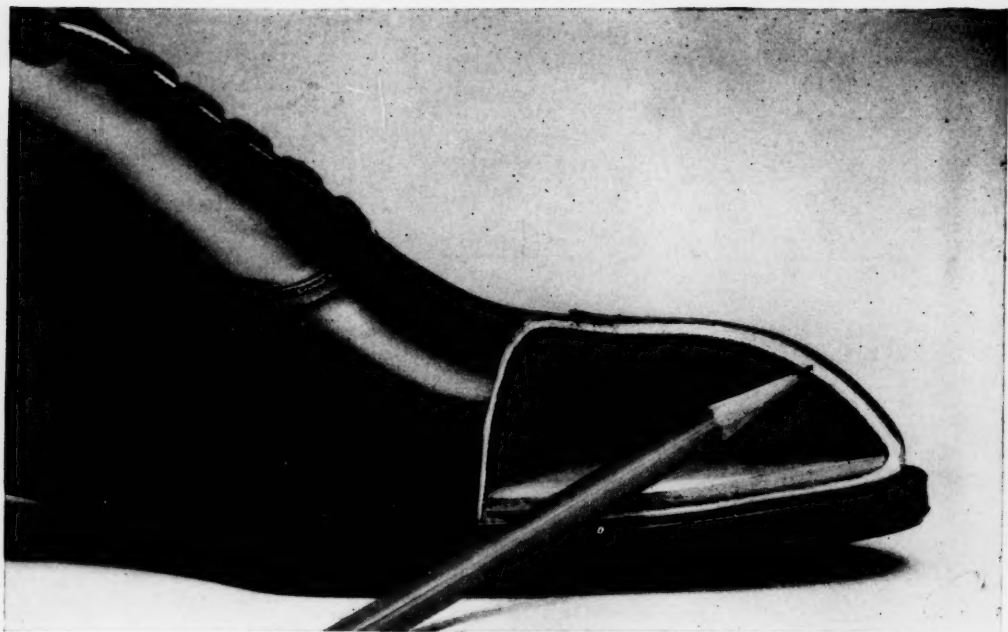
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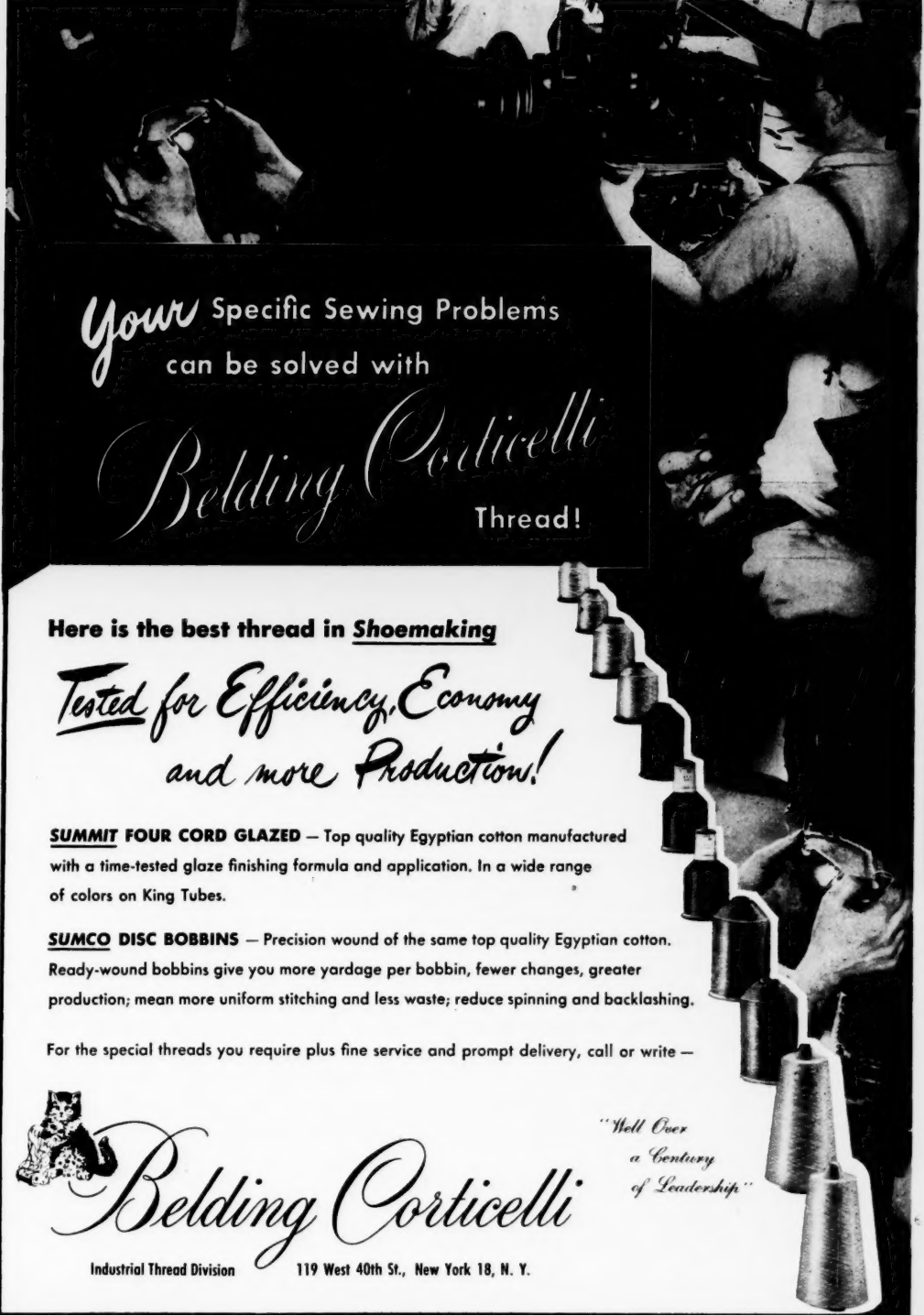
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# LEATHER and SHOES

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# EDITORIAL

## The Foreman: To Management Or Labor?

SHOE manufacturers are becoming increasingly concerned about efforts to put shoe foremen under the wage and hour law regulations: that is, instead of classifying them as supervisory employees to classify them as skilled workers and thus make them eligible for union membership.

This situation is by no means peculiar to the shoe industry alone. Practically every industry has had—and continues on occasion to have—anxious moments about this situation. Some months ago some 3,000 foremen at the Ford Motor Co. in Detroit banded together as an organization to demand “bargaining rights” much as any labor union. They went so far as to go on strike for several weeks. This proved to be an aborted effort. It was legally ruled that foremen are supervisory employees and hence are an arm of management. And as such they could not organize in the form of a labor union to obtain bargaining rights, no more than any other group of management executives could organize for the same purpose. For fundamentally they would be demanding to “bargain” with themselves. They would be able to set their own bargaining terms for themselves, for in the final analysis they were the ones to decide on the ultimate terms.

Law, however, being the extremely flexible object and function that it is, can be conveniently altered to suit various purposes. It is reported that a number of inspectors of the wage-hour department of the Labor Department have been concentrating a drive in shoe factories to determine whether foremen belong under the wage-hour law regulations, on the basis of a contention that foremen often do as much manual as supervisory work in many factories. Management's argument to that is, of course, that the foreman is a supervisory employee. And so the case stands: is the shoe foreman (in many or most factories) primarily a supervisory employee or a skilled worker?

Now, it is our opinion, based on personal observation in many scores of shoe factories, that over-all the foreman frequently serves half as a supervisor, half as a mechanical worker. The ratio obviously differs

in each plant. The fact that any such ratio at all should exist—that foremen should in any case act as operators—is the root of the trouble. For it is just this that has given reason to the claim that some foremen come under wage-hour law regulations.

It is time that the average shoe manufacturer looked at this problem squarely. Because in the average case the foreman has not been given opportunity to assume larger responsibilities of which he is capable, he has had little chance to fully express supervisory direction of his department. He is allowed little initiative, little inventiveness. He is an order-taker merely echoing those orders to his operators. In most cases he fulfills no executive or managerial capacity—though he likes to believe that he belongs in that category, and management tells him he is so classified. All this is often refuted by the actual tasks he performs in many instances.

The problem of labor-management relations constantly enlarges in plant operation policies. Here again the shoe manufacturer has badly missed the boat by failing to utilize the foreman as an intelligent liaison between management and labor. The foreman is in the ideal spot, functionally, to fulfill this capacity. But because he is often regarded as the “speed-up” man by his operators, and he is excluded from genuine managerial regard by the front office, he is both isolated and frustrated. He has nowhere to turn but to himself, and there he finds little consolation. His opportunity to serve an invaluable function as constructive liaison between labor and management be-

comes negative, is destroyed. As a result, both labor and management lose something by this exclusion.

The foreman has constantly resisted personal affiliation with labor unions. He is wholeheartedly in favor of democratic trade unionism, but like any managerial executive he feels that he “belongs” to management. For example, recently the North American Shoe Superintendents & Foremen's Assn. was formed, affiliating American and Canadian shoe factory supervisory employees. The affiliated organizations already contain a numerical membership of well over 1,000; the potential is perhaps 3-10 thousand, or more. Now, in the constitution and by-laws was included a statement that this organization shall at no time become affiliated with any labor union. Also, that the organization be recognized as an arm of management.

There stands an official testament as to where the shoe foremen's intentions and desires rest. He has gone out of his way to specify and make clear to management that his role belongs primarily to management.

What has management done to groom him for a more expansive managerial role? What is it doing to inform, educate and train him as a full-fledged supervisory executive? If anything has been done, it has been done only in isolated instances. Foremen do not become supervisory executives by instinct or experience alone, but become valuable executives by specific, planned training directed from above.

It is quite apparent from the facts of direct observation and evidence that the shoe industry, except for some isolated cases within it, has neglected what should be fully recognized as an opportunity to improve its internal structure. The shoe foreman has long been relegated to more of a mechanical than a managerial function. Obviously he cannot just step into a managerial role and fulfill its duties simply because he holds title. Yet he has the experience and the supervisory potential, in addition to the opportune position, to contribute a great deal more to efficient and harmonious conditions within the plant. What he lacks in most instances is the broader education and training to prepare him for the larger role. And what the average shoe manufacturer has lacked is the vision to recognize this wonderful potential and convert it into constructive action that has tangible benefits for labor, management and foremen alike.

### NOTICE

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**LEATHER and SHOES'** editorials  
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## A new idea with a *trim* look

... another example of what  
GEON polyvinyl resins can do

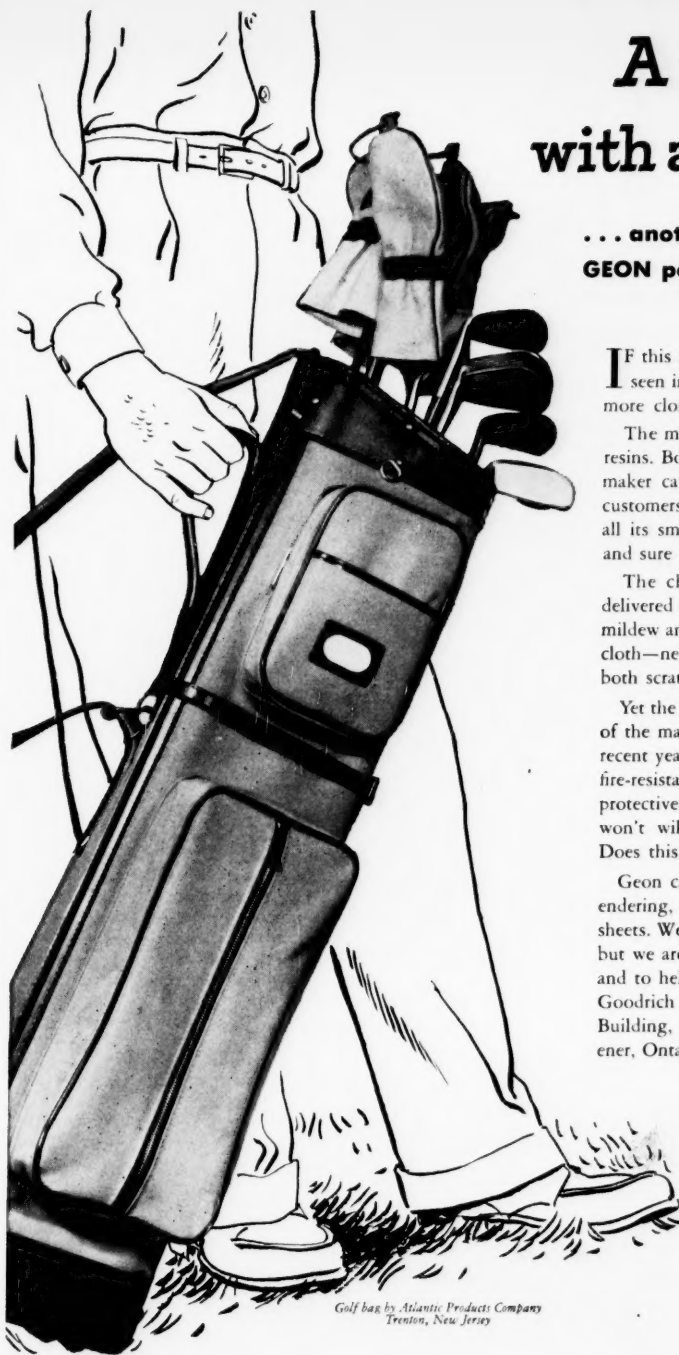
**I**F this is the trimmest-looking golf bag you've seen in a caddy's age, then please look a little more closely at the trim itself.

The material is made from Geon polyvinyl resins. Both the material maker and the golf bag maker can look forward to a market in which customers will be delighted with the fact that for all its smartness, the golf bag is lighter, sturdier and sure of a longer life.

The characteristics of Geon needed — and delivered — are its resistance to scuffing, wear, mildew and grease. It can be cleaned with a damp cloth — neither sun nor rain will harm it — resists both scratching and abrasion.

Yet the protective trim on golf bags is only one of the many problems Geon has helped solve in recent years. Materials developed from it produce fire-resistant draperies, tough taxi-seat coverings, protective containers for fresh foods, collars that won't wilt, women's shoes of fetching colors. Does this give you ideas?

Geon can be molded, extruded, used as a calendering, coating, an impregnant, or cast into sheets. We make no finished products from Geon, but we are glad to supply additional information and to help in any special problems. Write B. F. Goodrich Chemical Company, Dept. T-7, Rose Building, Cleveland 15, Ohio. In Canada: Kitchener, Ontario.



*Golf bag by Atlantic Products Company  
Trenton, New Jersey*



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GEON polyvinyl materials • HYCAR American rubber • GOOD-RITE chemicals and plasticizers

# NEWS

## Govt. Concludes Presentation Of USMC Case; Court Recesses

### United Shoe will present its case this fall

Concluding a four-day trial during which the U.S. Govt. presented a trial brief of 9000 pages and more than 4500 supporting documents in its anti-trust suit against United Shoe Machinery Corp. in Boston, Federal Judge Charles E. Wyzanski, Jr. declared a recess until Oct. 13 when USMC will present its defense case.

The Govt. is asking that contracts and agreements between the defendant and Singer Manufacturing Co., The Lamson Co., Tubular Rivet & Stud Co., and others be terminated and that USMC cancel its shoe machinery leases and sell the machinery. It also seeks to have United Shoe patents made available for commercial use and the corporation divest itself of its ownership of interest in such firms as Turner Tanning Machinery Co., United Last Co., B. B. Chemical Co., W. W. Cross & Co., Inc., and others. (L&S, May 23.).

### Witnesses Called

During presentation of the government's case which government attorneys said was almost completed after four days, the Justice Dept. called upon a succession of witnesses. Among these were Joseph F. Wogan, vice president, director and general manager of the corporation; Merwin F. Ashley, manager of the patent department; and Clifford Roberts, vice president and research director.

Also called to the stand was Frank C. Rand, chairman of the board of International Shoe Co., who testified that he had started negotiations which resulted in the sale of assets of General Shoe Machinery Corp. to USMC. Rand said that the sale was made without subterfuge and in good faith. He also identified letters exchanged between the various firms involved.

In its trial brief made available

on the final day, the Govt. listed its charges in detail while analyzing the operation of USMC in the shoe machinery and allied industries. The corporation's alleged overall monopoly includes at least 92 percent of all the major shoe machines outstanding in footwear factories as of about May 1947, according to the brief. United then had 54,393 of the 58,336 major machines outstanding, the brief claims.

In 13 major machinery fields, United is claimed to have then had 92.37 percent of machines in footwear factories with only 4.13 percent distributed among 13 other shoe machinery manufacturers and 67-hundredths of one percent among three shoe repair machinery firms. Leading competitor was Compo Shoe Machinery Corp. with 1013 machines with International Shoe Machinery Corp. listing 326 machines. Compo, according to the analysis, had less than two percent of the total number of major machines outstanding.

The brief claims that United received \$22,250,000 from its shoe machinery business during the fiscal year ended Feb. 28, 1947, of which only \$500,000 or two percent of the total came from the sale of the machines. The other 98 percent was income from leased machines, the analysis said.

In major machinery outstanding, United is alleged to have possessed the following percentages: clicking machines, 97 percent; eyeletting machines, 31 percent; cutting press (dinking) machines, 91 percent; pulling over machines, 99 percent; lasting machines, 94 percent; belt sewing machines, 97 percent; in-seam trimming machines, 99 percent; outsole laying machines, 91 percent; rough rounding machines, 93 percent; outsole stitching machines, 92 percent; cement sole attaching machines, 40 percent; Littleway lock-stitch machines, 91 percent; McKay

chainstitch machines, 83 percent; loose nailing machines, 93 percent; outsole leveling machines, 97 percent; fibre fastening machines, 100 percent; heel attaching machines, 91 percent; slugging machines, 91 percent.

The brief states that "United's monopoly position in minor shoe machinery fields can best be shown by summarizing United's monopoly position in each of its 12 operating departments which handle minor machines . . ." most important minor machines are those handled by the following six departments: Goodyear, heeling, lasting, Littleway, metallic, and pulling over departments."

In these and the cutting die and eyeletting departments, United had the following percentage of total machines: Goodyear, 83 percent; Heeling, 83 percent; Lasting, 83 percent; Littleway, 94 percent; Metallic, 77 percent; Pulling Over, 97 percent; Cutting Die, 89 percent, and Eyeletting, 100 percent, according to the analysis.

### Competition

Referring to United's alleged attempts to eliminate and restrict competition in the manufacture and distribution of shoe machinery, the Govt. brief asserted the corporation "has adopted and followed the practice of employing the inventors and other key personnel of competitors. These dual practices have served a threefold purpose in freeing United of effective competition in the manufacture and distribution of shoe machinery. First they have removed from the market substantial existing as well as potentially effective competition, in both machinery and inventive skills. Second, such acquired machinery and inventive skills have been removed from the reach of those competitors who remained in the industry. Third, by adding the acquired assets and inventive skills to those of its own, United has extended its already great control over the shoe machinery industry and has limited competition to very narrow fields."

### Patents

On the subject of patents, the brief states, "United has engrossed the patents and inventories relating to shoe machinery by acquiring since 1920 more than 150,000 patent claims covering virtually the entire shoe machinery art . . . as a result of these activities, United has succeeded in assimilating 85 percent of the existing patents relating to the art, which it did not even purport to make avail-

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BOSTON ST. LOUIS CHICAGO



able under license until after the investigation which culminated in this suit had begun. Of these vast patent holdings, only 30 percent have been commercialized. The remaining 70 percent have been put on the shelf, where it constitutes a continuous threat to anyone contemplating the introduction of new machinery. Of those patents which United has seen fit to commercialize, only a limited number cover new machinery or improvements of substance."

### Tanning Machinery

The Govt. brief also outlines United's alleged attempts to monopolize the tanning machinery field by the "acquisition of capital stock, assets, patents and inventions and expert personnel of competitive manufacturers; the invocation of a leasing arrangement with tanners for use of these machines comparable to the leasing arrangements had with shoe manufacturers for use of certain shoe machines; the blanketing of the tanning machinery field with patents covering the tanning art; and the invocation of a system for reporting installations and removals of competitive machines comparable to that employed in its shoe machinery business."

### Summation

In its summation the Govt. trial brief states, "We submit that the evidence is persuasive that defendant United has violated and is violating both sections 1 and 2 of the Sherman Act; that it has achieved a position of monopoly in the field of shoe machinery by imposing unreasonable restraints on commercial competition in all levels of the shoe machin-

ery industry; that it has abused its monopoly since such power was achieved for the purpose of still further strangling and eliminating competition; that it has used its monopoly in the field of shoe machinery to achieve for itself a dominant and controlling position in the allied fields of shoe machinery parts, shoe factory supplies and tanning machinery; that each specific business practice employed by defendant to further its monopoly violates the Sherman Act; that all of such practices when considered as a whole and in the light of United's purpose, violate both Sections 1 and 2 of the Sherman Act. The effect of United's unlawful monopoly has been to deprive other shoe machinery manufacturers of the right to do business in such fields free of trade restraints and monopoly, to deprive shoe manufacturers of the opportunity to procure shoe machinery in a free market and to deprive consumers of price advantages which would flow from competition in the industry."

### Award Contracts On Hides, Calfskins

The New York Quartermaster Purchasing Office, New York, has made awards under QM-30-280-49-1253, covering wet or green salted hides. Successful bidders are:

Swift & Co., Chicago, 27.6 NLT calfskins 5-9½ lbs. at \$.6075 FAS, any port; 78.93 NLT native cowhides at \$.275 FAS any port.

Kaufmann Trading Corp., New York, 27.6 NLT calfskins 9½-15 lbs. at \$.6294 c.&f. Japan; 54 NLT steerhides 50-60 lbs. at \$.2564 c.&f. Japan.

John Andresen & Co., Inc., 55.43 NLT kipskins F. A. S. at \$.44¼; 345.67 NLT steerhides 50-60 lbs. at \$.24 5/8 and .25 5/8; 45 NLT steerhides 50-60 lbs. at \$.23¼, all f.o.b. cars contractors shipping point.

Chilewich Sons & Co., New York, 110 NLT steerhides, natives, 40-50 lbs. at \$.30 per lb. f.o.b. cars contractors shipping point.

Armand Schmoll, New York, 177 NLT of native cowhides at from \$.2423 to .2518; and 24 NLT steerhides 50-60 lbs. at \$.2370 f.o.b. cars contractors shipping point.

### Price Not Cure-All—NSMA

Lower prices, now regarded as a cure-all by many shoe manufacturers and retailers, will not solve the industry's present problems or sell appreciably more shoes, the National Shoe Manufacturers Assn. stated this week.

Citing the low unit prices maintained on shoes from 1929 until World War II as "the greatest scourge ever visited on the shoe business", NSMA said that the growing tendency of the industry to give away "its shirt as well as its shoes" hurts both the manufacturer and consumer. The association added that industry profits go down in almost direct proportion to the reduction in average prices.

"If a shoe which sells today for \$12 can be manufactured and sold for \$10, or if a shoe which currently sells for \$7 can be made and sold for \$5, this should be done and the competitive law of free enterprise will force it to be done," the association said in its News Bulletin to manufacturers. "After efficiency has been raised to the highest level and prices reduced to the lowest point, however, we believe that the interests of the public and the industry are best served by placing emphasis and selling effort on higher rather than lower prices."

"If in our enthusiasm for lower prices we sell a \$5 shoe where a \$7 shoe should have been sold, we have destroyed \$2 worth of business for the industry and deprived the consumer of the added satisfaction of a better item. To assume that the \$5 shoe will give the same satisfaction and provide the same quality as the \$7 shoe is to kid ourselves and deliberately fool the public."

### Profits and Production

During the late 1920's when unit factory prices averaged \$2.60, industry profits averaged \$42 million per year and consumption was at the

Supple \*



see page 13



# HOW TO HAVE *Permanent Wood Heel* *Attaching* **AT LOW COST!**

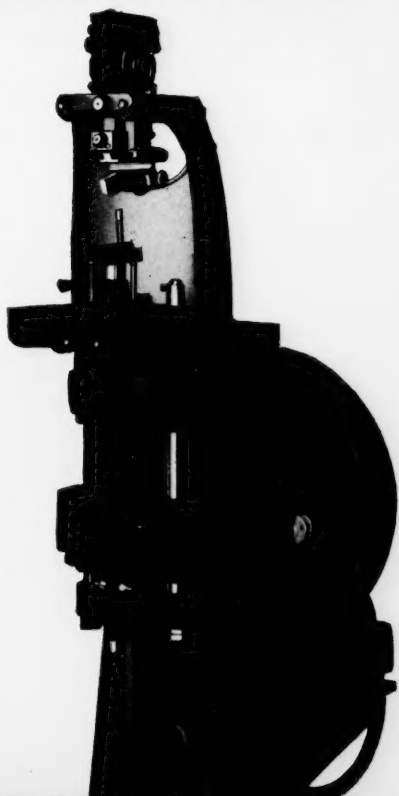
With the **USMC DRIVE SCREW INSERTING MACHINE**, screw reinforced wood heel attaching can be reduced from 5 to 3 operations with a corresponding reduction in costs. And because this machine is fast it can lower costs still more!

The cement-coated drive screw holds the heel firmly in place during heel and edge finishing and heel nailing, then remains permanently to add a reassuring margin of strength.

The results? Manufacturers protect themselves, their retailers and the wearer at very low cost against loose and lost heels.

*Over 20,000,000 pairs have already been attached with complete satisfaction.* It's a machine that is ruggedly built to operate day after day with exceptional economy.

Find out exactly how this machine can improve the value of your shoes — get complete details from your United branch office.



## The Drive Screw Method

**1**



**HEEL SEAT FITTING** — This important first step in heeling operations utilizes a heel seat fitting machine to create a complementary fit between the heel seat of the shoe and the cup of the heel.

**2**



**SCREW ATTACHING** — The shoe, either on or off the last, and the heel are placed in the Drive Screw Inserting Machine which clamps the heel solidly in place and inserts a cement-coated drive screw to fasten the heel to the shoe.

**3**



**HEEL NAILING** — In the final operation, maximum security is obtained when the heel is nailed from inside the shoe with five nails by a wood heel nailing machine.

USMC  
Drive Screw  
Inserting Machine  
Model A

**UNITED SHOE MACHINERY CORPORATION**  
BOSTON, MASSACHUSETTS

rate of 2.89 pairs per capita, NSMA stated. In the late '30's when unit prices dropped to an average of \$1.72, profits dropped to \$19 million. Despite this, per capita consumption rose only to 3.15, an increase of one-quarter of a pair per person.

In 1946 when average unit prices rose to \$3.01 per pair, profits rose to \$117 million and per capita consumption remained at about 3.15. No profit figures are available for 1947 and 1948 but with average factory prices around \$3.75, per capita consumption was maintained at about 3.15 pairs.

"Those who sing 'cheap, cheap, cheap' like birds on a telephone wire will have a ready-made audience and a large percentage of this audience will be ready to believe that by some magic a \$4 item offered under a guise of price reduction will provide the same service and satisfaction as a \$5 or \$6 item sold without fanfare," the association said.

"With personal income running well over \$200 billion for this year, it is ridiculous to say that consumers need or even want cheaper shoes than they have been buying. If, however, we talk, publicize, promote, advertise, make and sell cheaper shoes, we will succeed in writing down the ticket and depriving consumers of the extra satisfaction they can afford to buy."

### American Extract Co. Increases Plant Capacity

Extract capacity at the plant of American Extract Co., Port Allegheny, Pa., has recently been doubled by the addition of a modernized leach

house, James L. Barren, president, announced this week. The new leach house, constructed entirely of cement blocks and brick with windows of glass building blocks, features a large heating unit and suction fan to insure uniform temperature throughout and prevent steam fogging and condensation. The plant was designed by Barren.

The company is also constructing a new laboratory containing latest equipment for research tanning experiments and various specialty analyses. In addition, mechanized materials handling equipment has been installed at the plant to facilitate handling of all raw materials and finished extracts.

### Thirteen Firms Bid On Air Force Oxfords

Bids of thirteen shoe manufacturers were opened this week on QM-30-230-49-1291 calling for 404,000 pairs of black leather oxfords for the Air Force.

Two items were bid on: Item 1 specifies tariff of sizes as shown on pages 3 and 4 of the invitation for 364,644 pairs while Item 2 lists tariff of sizes as shown on page 5 consisting of 39,356 pairs.

Bidders and their bids are as follows:

Brown Shoe Co., Item 1—200,000 at 4.92 and 164,644 pairs at 4.12; or 364,644 pairs at 4.065.

W. L. Douglas Shoe Co., Item 1—75,000 at 4.47.

J. F. McElwain Co., Item 1—100,000 at 3.97 and 100,000 at 4.07.

Doyle Shoe Co., Item 1—100,000 at 4.0375; Item 2—22,000 at 4.1475.

E. J. Givren Shoe Co., Item 1—60,000 at 4.19 and 60,000 at 4.21 or 120,000 at 4.20. Item 2—39,356 at 4.55.

General Shoe Corp., Item 1—100,000 at 4.05 and 100,000 at 4.30. Item 2—39,356 at 4.30.

International Shoe Co., Item 1—120,000 at 4.01 and 120,000 at 4.06 and 124,644 at 4.11. Item 2—39,356 at 4.46.

Craddock-Terry Shoe Corp., Item 1—100,000 at 3.99.

Belleville Shoe Mfg. Co., Item 1—60,000 at 4.184.

Holland-Racine Shoes, Inc., Item 1—60,000 at 4.70.

John Foote Shoe Co., Item 1—60,000 at 4.47.

Hubbard Shoe Co., Inc., Item 1—75,000 at 4.19. Item 2—39,356 at 4.19.

Endicott-Johnson Corp., Item 1—364,644 at 3.975. Item 2—39,356 at 4.73.

### TC Forms Patent Bureau

A Patent Leather Bureau has been formed by the Tanners' Council which will act as a style information and public relations center on patent leathers for manufacturers, retailers and the press.

Kate G. Kamen has been named executive director of the bureau. Well known in the industry, Mrs. Kamen is treasurer of the Fashion Groups and is secretary of the Shoe Women's Executives.

Offices of the bureau will be located in midtown Manhattan.

### Bristol Will Distribute New Soling Material

Bristol Fabrics Co., Inc., Boston manufacturers and processors of quality shoe fabrics, will be exclusive distributor in the U. S. for Maxecon soling and other shoe material products. Fred Lang, general manager of the B. F. Goodrich Shoe Products Sales Division, has announced.

The material, to be warehoused in Boston and Philadelphia is claimed to have non-marking qualities and is sold in 36" by 36" sheets. Colors include black, natural, oak and brown. The Boston warehouse will serve the New England area while that in Philadelphia will handle New York and New Jersey.

Lash reports that initial sales of Maxecon soling have been gratifying and plans for increased production are now being made at the Clarksville, Tenn. plant of B. F. Goodrich. Photostatic copies are available of actual tests made by U. S. Testing Co. and United Shoe Machinery Corp. showing flexibility, abrasion, hardness and pull tests.

Bristol will also distribute Click Top-Lifting Sheets and standard midsoling materials. Frank Webber, Harold Pinckney and Bob Raphael will cover New England with Arthur Salzer in New York, Robert Bedford and Cecil McClarin in Pennsylvania, and Bill Wesseling in St. Louis.

Supple \*

\* see page 13



*Barbour's  
Threads*

*Supple* \*

\* SUPPLE...TOUGH...BALANCED...UNIFORM...SMOOTH...STRONG



Seen at the Spring Meeting of the National Hide Assn. at Louisville, May 23 and 24 (L.&S. May 28).

*Top Left:* Walter B. Noble, lightning cartoonist sketches Charles J. Wenzel of Sands & Leckie, new president of the National Hide Assn. *Center:* Jack Shiel of M. A. Delph Co.; Jack Weiller of the Friend Hide Co.; and Seymour Hull, of Seymour Hull & Associates, Inc. *Right:* Hubert Chapman of the Friend Hide Co. and Sol Marx of Marx Hide & Tallow Co.

*Second Row Left:* Mrs. Jack Weiller and Mrs. John Minnoch. *Center:* Stanley Rawson of the Ohio Leather Co. and John K. Minnoch, Executive Director of NHA. *Right:* Charles F. Becking,

Owatonna Hide & Fur Co.; Merle Delph, of M. A. Delph Co.; and Normal Galbraith, of J. C. Andresen & Co.

*Bottom Row Left:* Seated in the front row: Leslie Lyon, of M. Lyon & Son; F. H. Kluga of F. H. Kluga Co.; Emil Feld, of Ben Feld & Son; and A. B. Reed of the A. B. Reed Hide Co. Standing in the rear row: Sam Hodges, of J. C. Hodges & Co.; Ed Hickman, of Hickman & Clark; Sol Marx, of the Marx Hide & Tallow Co.; A. L. Pachin, of Pachin & Co.; Leonard M. Goodman, of S. Goodman & Sons; John Lindquist, of Packing House By-Products Co.; and Herman Herzog, of Alfred Jacobshagen Co. *Right:* Albert M. Ostronich, of Standard Hide Co.; Goodman Tasman; and Joe Adler, of Sig Adler Co.

## Swift Wins Hide Award

Swift & Co., Chicago, has been awarded a contract by the New York Quartermaster Purchasing Office for 5500 cowhides (275,000 lbs.) under QM-30-28-49-1259. Award was made on the basis of the company's competitive bid of \$2.575 per lb. Cowhides will be native U. S. Big Packer, green salted, 45 to 55 lbs. average, not branded.

## Navy Invites Bids On Nurses' Oxfords

The Navy Purchasing Office, New York City, has issued Invitation No. 4937 calling for bids on 12,018 pairs of genuine white buckskin blucher oxfords for the Nurse Corps. Sizes are to range from 4AA to 10E. Bids will be opened publicly in New York at 10:00 A.M. (DST) on June 24 with delivery to the Brooklyn Naval Clothing Depot scheduled for one-third monthly during July, Aug., and Sept., 1949.

## Gray Sees Full Work Week

An early return to a full work week at International Shoe Co. plants is foreseen by Byron A. Gray, president of the firm. In a letter sent to employees of the firm last week, Gray

## Leather Soles Off

Production of shoes with leather soles averaged 59 percent of the total produced in Feb., according to latest figures compiled by the Bureau of the Census, Dept. of Commerce. This was a loss of 9.2 percent from the 63.2 percent recorded in Feb., 1948.

Greatest drop during this period

occurred in women's shoes which fell from 73 to 59.2 percent, a decrease of 13.8 percent. Shoes, sandals and playshoes fell from 63.1 to 58.7 percent with children's shoes falling from 59.3 to 48.7 percent and men's shoes from 65 to 61.5 percent. Following is a breakdown by types of the percentage of shoes with leather soles since Feb., 1946:

	Feb. 1949	Feb. 1948	Feb. 1947	Feb. 1946
Total	59.0%	68.2%	70.9%	75.2%
Shoes, sandals, and playshoes	58.7	68.1	71.9	73.9
Men's	61.5	65.0	72.6	88.6
Men's Dress	74.9	77.5	85.7	88.6
Men's Work	25.0	25.9	36.1	41.5
Youths' and Boys'	12.6	17.1	25.6	38.9
Women's	59.2	73.0	77.2	80.5
Women's Dress	72.2	79.3	88.4	82.2
Women's Sandals and Playshoes	35.0	57.5	72.0	85.1
Misses'	55.6	49.7	47.3	58.8
Children's	48.7	59.3	61.5	69.2
Infants'	88.9	91.5	94.0	92.6
Babies'	87.2	86.2	85.0	80.4
Slippers	60.2	67.9	53.8	
Athletic	92.5	95.0	85.4	
Other	70.3	57.8	43.6	

called for the cooperation of every employee "to whip the problem of getting back to a full work week."

"It's a plain fact that we have had to cut production—work fewer hours—in some International plants because we were making more of some types of shoes than people would buy," Gray said. "This is a condition facing the entire shoe industry.

Stressing the fact that consumers

have been swinging from early post-war habits of "buying everything on the merchant's shelf" to the other extreme of buying with great caution. Gray reported that the firm had reduced prices as far as costs permit and was promoting new lines and improving quality in a drive "to get more and more customers in this highly competitive market."

"We're in a fight for sales again."



# "Artiste"

## COLORED SOLE FINISHES

### by HADLEY'S are TOPS for BOTTOMS!

because ....

- ▶ they afford a QUICK, self-leveling action (no brush marks)
- ▶ they possess excellent filling qualities
- ▶ they afford a new ease in application and time-saving
- ▶ they brush to a high gloss
- ▶ they preclude stained uppers and edges

In Natural as well as in Non-Fading Colors to meet Specific Requirements

# HADLEY BROS. • UHL CO.

3948 WEST PINE BOULEVARD • • • ST. LOUIS 8, MO

IN CHICAGO  
The Howard Irwin Co., 208 N. Wells St.

See Your Nearest  
Representative or  
Write Us Direct



said Gray. "Quality—values—get and hold customers now more than ever. This part of the sales job is on the shoulders of every employee, and we've all got to realize it as we buckle down to whip this problem of getting back to a full work week. I have every confidence we'll get there soon."

The company's plant at Claremont, N. H. has been seeking 300 new experienced and non-experienced employees to handle recent orders for 75,000 pairs of civilian shoes in addition to Army orders for 110,000 and 108,000 pairs. The plant which makes Army combat boots and boys' and men's shoes currently has 500 workers.

### Shoe Output Off 5.4%

Shoe production for the first five months of 1949 will total approximately 183,500,000 pairs, a decline of 5.4 percent from the same period a year ago, the Tanners' Council estimates. This points to a 1949 volume of 445 million pairs if a normal seasonal pattern is followed, the Council says.

A preliminary estimate for May places shoe production at 33,250,000 pairs, 2.1 percent less than a year ago. April shoe output is estimated at 36,550,000 pairs or 7.3 percent less than April, 1948. Four months total is placed at 155,253,000 pairs, a decline of 6.1 percent from the same period in 1948. Comparative figures for April are listed below: (in 1000 pairs)

	Est. 1949	April 1948	% chge.
Men's shoes	7,600	9,273	-18.0
Youths' and boys'	1,150	1,257	-8.5
Women's	17,000	16,871	+ 0.8
Misses' and children's	4,300	5,385	-20.1
Infants' and babies'	3,200	3,520	-9.1
All other (slippers, etc.)	3,300	3,106	+ 6.2
Total	36,550	49,412	-7.3

Estimated production for the first four months of 1949 as compared with 1948 figures are as follows:

	1949 4 mos.	1948 4 mos.	% chge.
Men's shoes	34,030	37,373	-9.4
Youths' and boys'	4,822	5,161	-6.6
Women's	71,356	74,097	-3.7
Misses' and children's	19,364	22,056	-12.2
Infants' and babies'	13,318	14,162	-6.0
All other (slippers, etc.)	12,363	12,254	+ 1.1
Total	155,253	165,285	-6.1

### Set Mass. Wage Hearing

A hearing on the present wage dispute between United Shoe Workers of America, CIO and Massachusetts shoe manufacturers will be held at the State Board of Arbitration and Conciliation on June 16. The union has asked for a 10 cent hourly wage increase. The two factions were unable to reach an agreement at a recent meeting at the Boston City Club.

## Leather Production Figures: March, 1949

(000 omitted)	Unit	March 1949	1949	Average Monthly Production 1948	1947	1946	1945
All Cattlehide (including kips for side leather)	Hides	2,158	2,118	2,173	2,402	2,253	2,297
Sole	Sides	1,231	1,162	1,336	1,487	1,420	1,421
Belting & Mechanical	Butts	69	74	84	95	97	110
Side Upper and Patent (excluding linings)	Sides	2,448	2,459	2,368	2,588	2,344	2,428
Bag, Case and Strap	Sides	126	116	127	136	152	95
All Other	Hides	186	175	173	202	198	215
Calf and Whole	Skins	948	926	873	1,039	907	970
Goat and Kid	Skins	3,455	3,150	3,164	3,099	2,011	2,902
Cabretta	Skins	197	211	334	403	413	368
Sheep and Lamb (excluding shearlings)	Skins	2,197	2,233	2,375	2,594	3,171	3,828
All Sheep and Lamb	Skins	2,493	2,531	2,791	3,045	3,998	4,370

## Coming EVENTS

May 30-June 10, 1949—Canadian International Trade Fair, Toronto Exhibition Grounds, Toronto, Canada.

June 5-7—Fall Shoe Show, Indiana Shoe Travelers' Assn., Inc., Severin Hotel, Indianapolis.

June 6-9, 1949—Semi-Annual Shoe Show, Boston Shoe Travelers' Assn., Parker House, Boston, Mass.

June 13-18, 1949—National Luggage & Leather Goods Week, sponsored by Luggage and Leather Goods Manufacturers of America, Inc.

June 22-24—ALCA Convention Monmouth Hotel, Spring Lake, N. J.

June 26-28, 1949—Second annual State of Maine Shoe Show, Bangor House, Bangor, Me.

July 10-14—Annual Convention, National Leather & Shoe Finders Assn., Hotel New Yorker, New York.

July 24-27, 1949—Baltimore Shoe Club Show, sponsored by the Baltimore Shoe Club and Baltimore Chamber of Commerce, Lord Baltimore Hotel, Baltimore, Md.

Sept. 6-8, 1949—Spring Showing, Allied Shoe Products and Style Exhibit, Hotel Belmont Plaza, New York City.

Sept. 7-8, 1949—Official Opening of American Leathers for fall, Waldorf-Astoria Hotel, New York City. Sponsored by Tanners' Council.

Sept., 1949—Child Foot Health Month, National Foot Health Council.

Oct. 31-Nov. 3, 1949—National Shoe Fair, Chicago, Ill.

Nov. 2-3—Fall Meeting and Annual Convention, National Hide Assn., Edgewater Beach Hotel, Chicago.

Nov. 3-4, 1949—Annual meeting Tanners' Council of America, Inc., Edgewater Beach Hotel, Chicago, Ill.

Nov. 6-9, 1949—Advance Spring Showing, Southeastern Shoe Travelers, Inc., Sheraton Bon Air Hotel, Augusta, Ga.

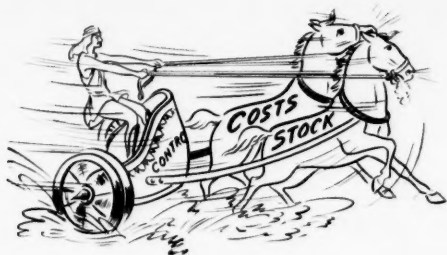
Nov. 13-16, 1949—Spring Shoe Show, sponsored by Southwestern Shoe Travelers Assn. Adolphus, Baker & Southland Hotels, Dallas, Tex.



Gathered around the dinner table at a recent meeting in New York is the Joint Industry Committee of the Popular Price Shoe Show of America which met to discuss results of the last show. Indicative of the show's success was the announcement that the next show will be held Nov. 27-Dec. 1 at the Hotels New Yorker and McAlpin, New York. Seated left to right are: David L. Slann, Butler's, Inc.; Edward Atkins, co-manager of the show; Mark A. Edison, Edison Bros. Stores, Inc., co-chairman of PPSSA; Frank S. Shapiro, Consolidated National Shoe Corp.; A. W. Berkovitz, Bourque Shoe Co.; and Maxwell Field, co-manager of PPSSA. Standing left to right are: Alfred Morse, Morse Shoe Stores; Paul Kleven, Klev-Bro Shoe Co.; Stuart Armstrong, Wile-Bickford-Sweet Corp.; David W. Herrman, Miles Shoes, Inc.; J. O. Moore, Miller Jones Co.; Daniel J. Danahy, Dan Danahy Shoe Co.; I. M. Kay, The Berland Shoe Stores, Inc.; Myer Saxe, Kesslen Shoe Co.; Norman P. Liberty, H. O. Rondeau Shoe Co., Inc.; and Benjamin Seligman, general counsel.



# Shoes



Cost per pair determines price per pair. And price is today's most competitive factor. An experienced shoe factory cost-control expert outlines several budgeteering ideas to cut costs.

## Cost And Stock Control For Shoe Factories

By W. Earl Morgan

**S**TOCK, whether it be leather, fabric or some other material, represents approximately 50 percent of net sales. It is the largest investment in the shoe factory. In spite of these recognizable characteristics stock is rarely treated like money. The proclivity that almost completely disregards so valuable an asset is difficult to comprehend.

Shoe manufacturers admit that constant variance is found in the processing of raw material. The dollar valuation of these variances is unestimable. Sizable losses are also evident in all phases of stock handling. It is possible, through adequate controls, to eliminate a substantial part of these unnecessary losses; to make a leader out of the factory striving to compete on the present market.

### A Stock Control System

"A stock control system," is used here in a very broad sense and embraces (1) Control of Material Purchases, (2) Control of Material on Hand, and (3) Control of Material Consumed in the Manufacturing Process. These three separate and distinct functions are so closely allied

that they seemingly encroach and merge while still retaining their functional duties. They are all part of a Stock Control operated to achieve a desired end.

The purpose here is to point out money-saving opportunities and invaluable operating cost data obtainable from a control of stock rather than to recommend a specific type of procedure. Procedure will be outlined in a brief manner. It is not the method used to perform the function but the performance of the function that is so all important.

### Purchase Control

Purchases can not be intelligently made without a comprehensive knowledge of quantity and production requirements. This information can be obtained from a relatively simple and inexpensively operated Purchase Control. The installation will require some time and effort but the actual operation can be quickly reduced to a simple routine. A purchase control will take the guess-work out of planning.

Purchase control can be set up with a pattern book and a record book.

A regular loose-leaf notebook will serve the purpose.

The pattern book is a book of specifications. It contains a description and a set of requirements for each pattern produced. All pertinent data must be included. A basis must be provided for each item of direct material used. The degree of accuracy used in compiling this book will determine the efficiency of the entire system.

Findings can be more cheaply calculated on a quantity basis.

The record book is a computation of future material requirements. The ordinary stock record shows the quantity on hand at a specified time but the record book indicates the additional quantity needed to process orders on hand. The materials are segregated by type, color, grade, weight, date of requirement and/or any other break-down that will provide the purchasing agent with the most comprehensive knowledge of requirements.

From the information contained in the pattern book it can readily be seen how relatively simple the computation of material requirements will become if, in a make-up house, an

analysis is made of the actual sales; when shoes are produced for stock, if the actual production proposed is analysed. Approximate, if not actual, date of producing the shoes under analysis must naturally be available to the analyst if reliable information is expected.

In the event of a specification change, after analysis, a change slip can be used to assure proper adjustment of balances in the record book.

The record book becomes a most valuable money-saving device in a shoe factory. Not only is the buyer provided with a knowledge of what he is expected to purchase but he can make purchases in a quantity that eliminates "shortages" and still be assured that he will not end up a season with a top-heavy inventory of dead items. There is no way of ascertaining the amount of losses suffered by shoe factories because they "ran short of material", or the amount of working capital tied-up in excessive leather purchased just to be "sure they would have enough". Purchase control enables the buyer to schedule deliveries to conform with a financial budget, to salvage all cash discounts and still hold borrowed working capital down to a minimum. Potential losses that could be incurred in today's unpredictable raw material market even more enhances the argument for this control.

#### Controlling Material On Hand

Any balance sheet in the shoe industry, with few exceptions, will confirm the fact that inventory of raw material on hand is many times greater than the cash balance. Yet, it is more than likely that the number of people accounting for raw material will be in reverse proportion to the number of individuals protecting cash.

The practice of ignoring the necessity for protecting raw material has grown from a misconceived premise that the end would not justify the cost involved. An analysis of losses sustained, in one factory, through misappropriation alone, was found to be large enough to defer the cost of operating a Stock Control Department for several months. The information obtained from the stock records was quickly accepted as the most intelligent method of determining economical purchases, waste of raw material and inventory valuation.

The manner in which raw material is sometimes handled is almost unbelievable. It is all too often so carelessly stored that high temperatures rob it of the natural moisture and fat content or excessive dampness takes the body from it or permits

fungi growth. Dirt is permitted to discolor and abrade it. Pilferage is accepted as an unavoidable annoyance. Processing is allowed to become a mysterious hocus-pocus without correlation between standards and results. This carelessness cost money. It makes shoes cost just that much more and it either reduces the margin of profit or it prices the shoes out of range. It is an unnecessary expense that can be eliminated.

The first requirement of a raw material control is that it be adaptable to the routine actually followed in handling the material to be controlled. The functions necessary to the handling process begin at purchasing and follow through receipt of material, storage of material, accounting for material and consumption of material. The personnel required for the execution of these functions will be determined by the size of the organization. Responsibility for the execution of the function is the important factor. The control will be operated more efficiently with the fewest possible doing the work involved.

Purchase and receipt of material should be under the supervision of the buyer. Purchase, check-in upon arrival and proper handling until the material has been turned over to a stock room clerk, is the latter's responsibility. A receiving report should be made to authenticate receipt of the material and a transfer slip, signed by the stock room clerk, should be used to discharge accountability.

The stock room clerk can be any responsible individual who is made financially accountable for all material placed under his supervision. He must be provided with proper storage facilities, he must be able to secure the material against pilferage and he must have some control over the temperature and humidity in the stock room. He must realize that he is handling actual money under another medium. He must be made to account for every piece of material from the time he accepts receipt until it is consumed in the course of manufacturing. Requisition slips can be used to authorize issuance and as a record discharging his accountability.

A bookkeeper is made to account for the cash handled, is given proper storage facilities, must safeguard against theft, is made to maintain a system of vouchers to account for money paid out and is checked and double-checked to assure proper disposition of the funds handled. Should less be expected from one handling an item of even greater total value? The jobs are comparable.

#### Acctg. For Processing Material

Whether a factory uses a more or less nationally known system or its own private method for determining the amount of leather from which a shoe can most economically cut is not important. Just as long as a shoe can be cut from the quantity of leather set up in the cost sheet, without jeopardizing the quality of the shoe, the manufacturer will not take a loss. Elimination of the loss variance is the end desired. Naturally, a high allowance, calling for more leather than necessary, is going to have an effect on the final cost-per-pair but when an allowance is too small, on the cost sheet, it is going to have a most devastating effect on profits. An average of cutting results over a period is a bad practice and especially so when a range of patterns are considered. It is shifting of loss burden from one shoe to another. It would be far better if a pattern be eliminated from the line, if an adjustment will effect the profit margin too greatly.

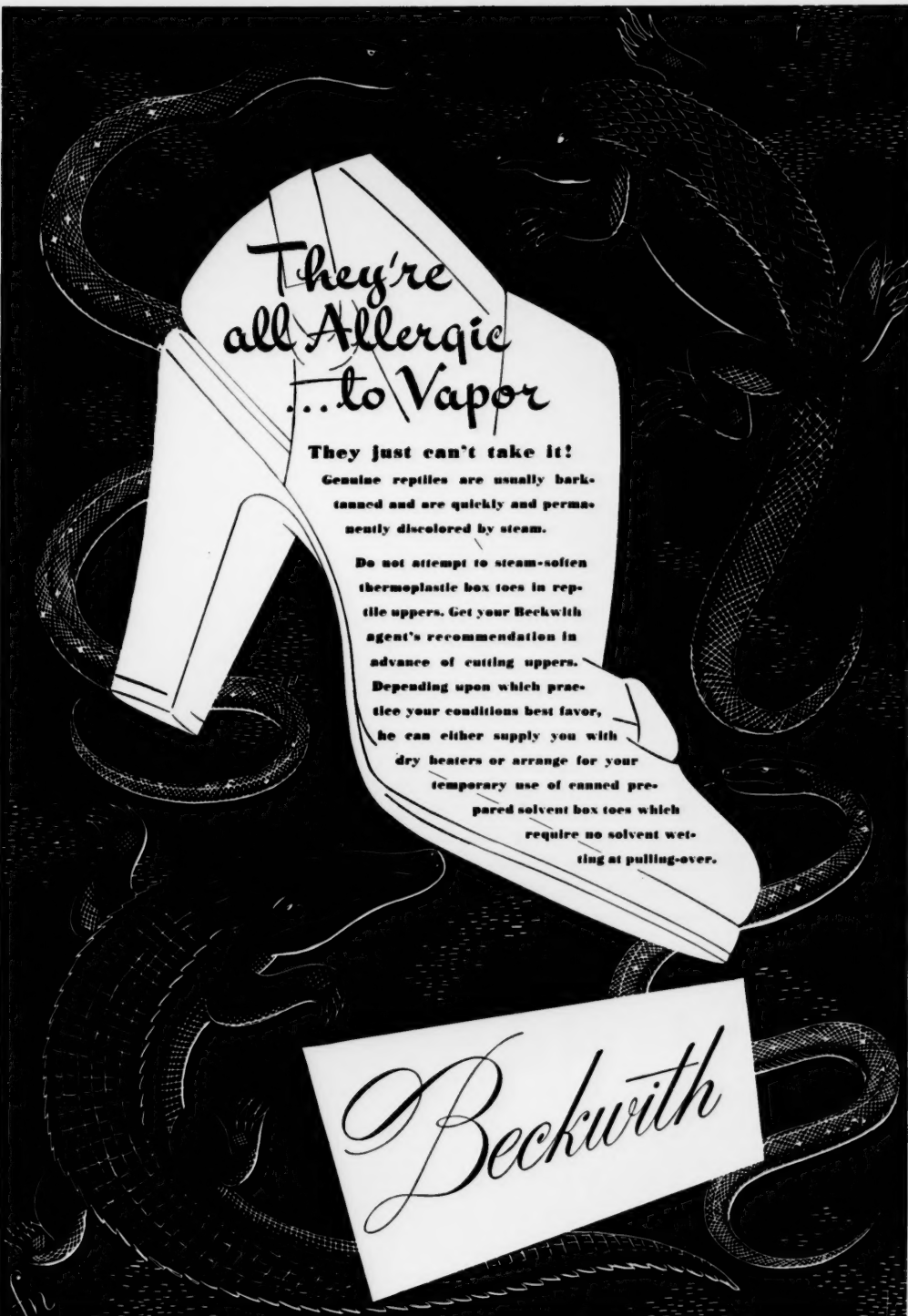
The actual tabulation of stock is most easily performed on a Stock Card. Stock cards carry a voluminous quantity of information. They usually are headed with a description of the item controlled, show storage location, and, in the case of findings, carry a maximum and minimum quantity-on-hand quota. The body of the card can show (1) On Order, (2) Received, (3) Issued, (4) Cutting Results, and (5) Free Balance. These five main divisions are further broken down to show the purpose for which each is intended.

On Order section provides a quick reference to determine amount of material controlled that has been ordered. It warns of possible shortages and prevents duplication of orders. It tells when the latest order was placed and the quantity ordered. It lists the order number for follow-up purposes.

Received Section indicates when certain quantities of the material was received, the price of the material, and the receiving report reference number for checking purposes. Simple addition of the quantities received quickly show quantity purchased, cost and total value.

Issued section tells when a certain quantity of this material was taken from stock. The reference requisition number tells the purpose for which the material was used. Addition, here too, will quickly disclose unit quantity consumed, cost and total valuation.

Cutting Results section, used for  
(Continued on page 32)

A black and white illustration featuring a white shoe, possibly a high-heeled pump, as the central focus. The shoe is surrounded by several snakes, depicted with detailed scales and coiled around the shoe, suggesting an attack or a hostile environment. The background is dark, making the white shoe stand out. The text is overlaid on the shoe and a separate white rectangular area at the bottom.

# They're all Allergic ...to Vapor

## They just can't take it!

Genuine reptiles are usually bark-tanned and are quickly and permanently discolored by steam.

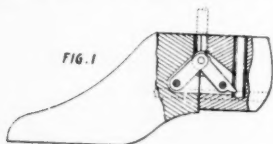
Do not attempt to steam-soften thermoplastic box toes in reptile uppers. Get your Beckwith agent's recommendation in advance of cutting uppers.

Depending upon which practice your conditions best favor, he can either supply you with dry heaters or arrange for your temporary use of canned prepared solvent box toes which require no solvent wetting at pulling-over.

# Beckwith

# What's New In Lasts

**FIGURE 1** illustrates a last made in two parts, a last that easily can be contracted at will for use in many of the new shoe structures requiring such facility in expanding and contracting of lasts. This last features a toggle action that when expanded opens the last to a fixed point; and when contracted, retracts into recesses shown. The expanding is

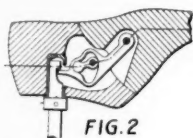


accomplished by pushing an inserted pin down through a hole made at the center dividing the two last divisions; and the collapsing of the toggle action is effected through a similar pin going down through the spindle slot shown and pressing against the nib on the end of the toggle.

But the real feature of this mechanism lies in the strength imparted by this toggle joint that when straightened out to expand the last, goes beyond center; that is, the parts of the toggle joint do not lie parallel but the center of the joint is below center. This guards against unexpected collapsing of the last without resorting to a more complicated and time consuming device.

## Another Toggle Type

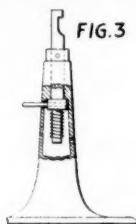
Figure 2 introduces another kind of last, in which the heel is immovable, and wherein the front or toe



part of the last strides upwards along the angle cut illustrated. This angle adds much to the pressure resistance of the last as is frequently given a last in sole laying and leveling. There will be noted a kind of hump in the heel or back part on which the recessed part of the forepart angle rests. This figure clearly illustrates the uniqueness of this toggle arrangement, its strength, its mobility, and obvious ease of operation.

Figure 3 reveals the stand on which

this toggle mechanism is operated. Note the two collars, one above the frame, and pinned to the shaft, and the other collar just below the bore



in the casting. This collar is attached to the shaft also with a pin, but a pin that extends an inch or so beyond the collar for manual control.

Both Figures 2 and 3 indicate how the vertical shaft is fitted to trip the toggle. But neither of these figures explains how the last spindle hole, the same diameter as the shaft, can slide up over the nib of the toggle and so be in position to trip the toggle and in turn cause the forepart of the last to slide upwards along the angle of the intersecting cut. The back part of the vertical shaft is machined to be narrower than the space between the back of the spindle hole and the protruding nib by which the toggle is tripped. Then becomes obvious the purpose of the long pin in the lower collar and tensioning spring. In short, one merely turns this shaft or spindle till the last is over and down to the top collar; then merely by releasing hold on the long pin, the shaft is in the tripping position.

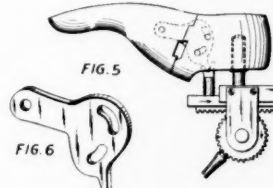
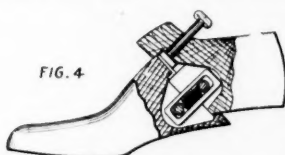
Simple manual pressure on the sole surface of the forepart will readily close the opened last.

## Caged Spring

Figure 4 introduces another variety wherein a caged spring holds the last units in firm position when in use. But this figure illustrates the relaxed spring in the final stage of breaking the last either for removal or insertion into the shoe. The nut arrangement shown may be pulled out to two levels in the sequence of breaking the last, but the complete tensioning of the last in use, in the shoe, offers the feature in this last.

In Figure 5, a similar construction in the way of step cuts may be noted,

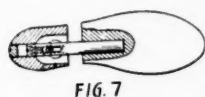
but the method of breaking and straightening the last is entirely different. For one thing, a kind of rack device is employed to operate the nib on the enclosed plate that in turn is pinned to the forepart section and limited in movement by



two pins that through the medium of slots prevent the plate from going beyond a fixed orbit. This nib illustrated is controlled by a forked pin shown on the front of the operating rack. Figure 6 portrays the plate in detail.

## Cam-Opened Last

A rather novel stride in last making shows up in Figure 7. This is ap-



parently only another form of split last, broken at the center and expanded over two parallel slides or bars. But a glance at the hexagon wrench leads one to wonder what it is about. This wrench may be inserted down through what promises to be the last spindle hole and onto a hole in a cam, the low part of which causes, in turning, the last to close; and to open, when turned in the opposite direction.

## Replaceable Bottom

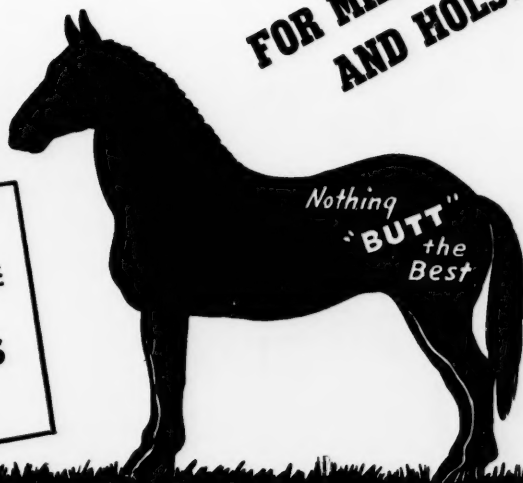
One of the most needed improvements in last making is illustrated in Figure 8. Here the entire story is graphically told in a few words, nothing else than a new floor for

FOR SHOES • MEN'S BELTS

FOR MILITARY BELTS  
AND HOLSTERS

**Huch**

Tanners of  
EVERYTHING IN THE  
LINE OF  
**HORSE BUTTS**  
Since 1885



**SHELL CORDOVAN**

*"The Platinum of Leathers"*

**SHARK PRINT CORDOVAN**

For Tips on Children's Shoes

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the worn-out last that may be dove-tailed on at will. There is just not much more to disclose other than

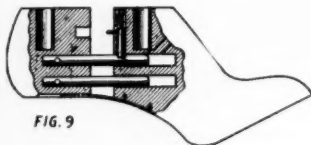


that the repair plate may be of wood, plastic, or metal.

Doubtless this will be of particular benefit where lasts are beyond repair through the use of insole and side lasting tacks, or even in cases of certain kinds of last breakage. On the whole this new last does tend to save materials and makes for further economies in shoe making.

#### Insole Protector

A preventive of the sole from entering between the openings of the new expanding types of lasts may be studied in Figure 9. This cut shows the metal plate screwed to the fore-



part section causing the plate unrestrained freedom when it moves forward to an expanded position of the last. It is some problem when an insole or sock lining gets caught between the more popular type of expanding last that has no such protecting plate.

Note that the shafts on which the two parts are connected are placed in a vertical plane to prevent distortion and warping during the process of shoe construction. Note more particularly how the forepart of the last is locked when in fully expanded position, all effected through the combination of a slot in the top bar in which a pin or shaft at right angle is inserted and so sustained by supporting spring pressure.

But the additional feature of this last construction is that the control of this locking arrangement is accomplished from within the expanded opening of the two last sections. Be sure to note the slot provided for pin-like lever operating the lock shaft.

#### Spreading Device

One of the simplest and not least effective methods of sustaining a two-

section last in taut position is provided in Figure 10. Here is the last completely expanded with the little device illustrated in Figure 11 in position over the sliding and sustaining rods. The purpose in making

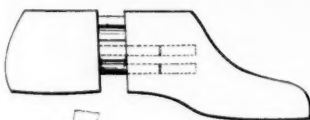


FIG. 10



FIG. 11

one of the legs shorter than the other in this device is merely to eliminate the bind in removing from the shoe.

This device may be made of any cast material, as aluminum.

In operation, this device may be inserted under finger pressure, pushing the device downwards between the two last sections. And to remove it, Figure 11 shows how the forefinger lifts up the device, after both hands have been used to spread open slightly this two section last.

The absence of mechanism in this type of construction encourages the manufacturer to make replacements of these last foreparts at relative small expense.

#### Toggle-Operated Shoe Tree

Using toggles in last trees at first thought seems to indicate an awkward construction, but in view of the role shoe trees and forms will play



FIG. 12

in modern shoe construction, a more versatile tree is needed. Such is now provided as illustrated in Figure 12.

Here is a tree comprising heel and toe sections, each section in turn divided by a toggle unit. Thus with the toggle assembly opened wide, the tree expanded accordingly, the expansion limited only by the arm of the

toggle. The same type of unit is shown in the heel section.

The opening and closing of both these toggle assemblies in unison may be controlled by a thumb nut whose shaft extended from either side fits into both toggle units. Here it is obvious that the use of left and right hand threads makes for a simple and effective control, giving adjustment to any required size.

There are many operations in pre-welt, Goodyear, McKay, and other constructions that could use a tree of this sort, not so strong as a solid last but firm enough to hold the shoe in its original shape.

#### Expanding Metal Tree

Figure 13 demonstrates what can be done with metal in making a simple and useful tree for many purposes.

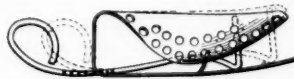


FIG. 13

This assembly comprises two units, a shaped metal plate, originally flat but rolled over, as shown, on either side (the perforations are merely for lightening purposes); and the other unit is a curved rod, shaped at the heel end for ease in control and to support the heel section of the shoe. With the moving in and out of this latter unit, the tree is spread outwards to any required width. This is effected by an extension on both sides of the end of this unit which opens the toe plate as one does a vice, except that instead of using a threaded adjustment, the mere pushing of this inside spreader towards the receded shape of the tree, forces a widening of the entire length.

#### Cheap Last Shells

Making last shells is something one rarely hears much about, but nevertheless last shells and their need for improved construction occupy an important role. Figure 14 accordingly shows how a shell pattern may be made quickly and cheaply by merely covering the last with tape as one makes a bandage. It is important that the uncoated side of the tape be facing the wood. And after the entire surface of the last has been so covered with tape in this manner, another coat of tape is applied, save that on the second application, the tape has its coated side bonded to

(Continued on page 32)



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# New Developments

## Canvas Sole-Stitching Machine

Figure 1 illustrates part of a machine used in the making of canvas shoes, in this case alpagatas. Here is an unusual outsole stitching machine that operates on a kind of conveyor principle, as shown in Figure 1: an outsole stitching machine into which the shoes can be fed automatically as one feeds hopper.

The improvement in this development, is shown in Figure 2. Here is

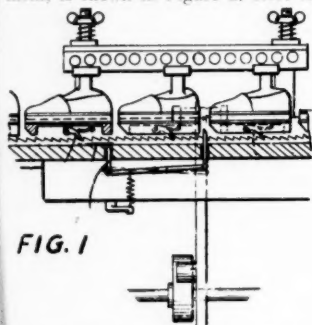


FIG. 1

an overhead view of a shoe held by its form, in turn positioned in the machine for stitching. Here are the three major parts used in the actual making of the stitch: the awl, on the right, and the needle on the left; and just above this needle is what might well be termed a short awl.

Emphasis should be given this

short awl, and how it functions, keeping in mind the position of these parts and their timing. For example, none of these parts has any relationship to the actual feeding of the work.



FIG. 2

Nearly all outsole stitching machines are fed with the action of an awl serving in dual capacity of punching a hole to relieve the strain on the needle in its work of penetration, and to feed the shoe in readiness for the next stitch. In this case, there are two awls, one of the conventional type as described, but one that only punches a hole, leaving the machine to feed the work with another mechanism as illustrated, a kind of ratchet arrangement.

This awl not only makes a hole for the needle to follow, but an extra awl, the shorter one illustrated in Figure 2, precedes the longer awl.

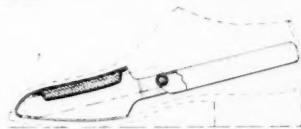
From another slant, whether the longer awl precedes the needle in the machine cycle is not clear, but it is clear that when the needle does enter the work, the short awl attached to it or just above it also makes a short hole in the spot where the needle next will take a stitch. Then when the needle retracts with this short awl, the longer awl darts through into this hole and emerges through on the other side smoothly without tearing the fabric.

The original development has saved more than 50% of what were formerly damaged shoes.

(Source: Pat. No. 2,461,587; Carmelo Carlino, Buenos Aires, Argentina.)

## Deodorizing Shoe Tree

Here is a shoe tree promising to remove the need to suspend one's shoes in the night breezes to rid the shoes of perspiration odors. This tree depends on an adjustable hinge connecting the two parts of the tree so that when the tree is inserted in the shoe, the downward pressure or the insertion action sustains the tree, as in this straightened position the tree is a bit longer than the inside of the shoe.



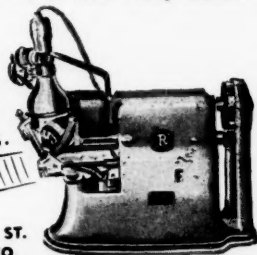
On the rounding surface of the front part of this tree there is a kind of sliding shelf fitted, leaving a space between the shelf and the inside top of the tree, a space large enough for a deodorant-soaked cloth.

For those who wish double treatment, the design of this tree may be altered to accommodate pads on both sides rather than at the top. The advantage of the deodorant in



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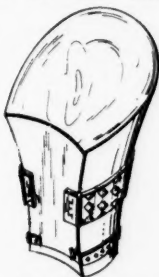
greater dosage more strongly neutralizes offensive odors.

This development also opens up an approach to the use of solutions of iodide nature whose action would tend to destroy fungus or the development of any bacteriological condition that causes foot odors as well as deteriorates the lining and shoe.

(Source: Pat. No. 2,460,405; Samuel M. Abrams and Albert Abrams, Brooklyn, N. Y.)

#### Versatile Heel Ornaments

As the illustration indicates, an ornament may be snapped on as a band about any part of the heel, but the drawing does not reveal that the construction includes a hinge where both back corners of the ornament are fitted with folding leaves onto the breast of the heel. These leaves



are hinged to the main part of the ornament and held at the hinge with pins connecting both sections. The construction includes coil springs to keep the leaves tightly against the heel breast. Prongs fit into the heel breast to hold the ornament in steady position. Then, merely by inserting the fingers under either one of the ornament leaves at the breast, the ornament may be removed with ease and replaced with another.

Another idea resulting in similar effect is to use leather or fabric as a base for the decorative parts of an ornament, and to attach such ornament to the heel breast through the medium of snap fastenings, the intaglio part of the snap being built into the heel breast.

(Source: Pat. No. 2,461,977; Thomas Gilmore, Brooklyn, N. Y.)

#### Sole-Randing Machine

Though this machine has been termed a sole-beveling machine, the description under the heading of randing seems more exact. For example, the use of the word bevel may denote any kind of bevel in any one of the several positions, but the word randing denotes more than a bevel, principally the thought of a bevel with a purpose. In short, a beveled edge may be a complete op-



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eration in itself, but a randing edge is done to precede another contingent operation.

Years ago every care was taken to prepare the best condition possible to favor the edge trimmer. Most women's shoes were wheeled, extended the wheeling impression to the edge of the welt, cutting the edge of the welt through the deep impressions and onto which the edge-trimmer cutter might hook and cause a jump, and chipping of the edge; also, a shoe so trimmed might have a cut edge after trimming, caused by the wheeling pressure.

A sure and smooth cutting edge was assured through the use of a randing machine operation just before the wheeling of the welt. This operation consisted of a bevel cut on the outer edge of the welting, grain side.

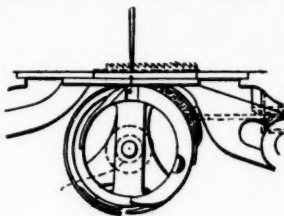
Thus, one better can appreciate the value of this new machine save that this identical operation applies to soles before attaching to the shoes.

The feed mechanism has a many-toothed surface, a sustaining shaft, and bracket holding the assembly. This feed wheel may be set at any height or depth, determined by the thickness of the sole. In this way the feed wheel may be set to approximate the thickness of the soles to be worked on and thus increase the bite of the feed wheel. To lend more tension to this bite, and to prevent slipping of the sole, this feed wheel is held down under spring tension, depending upon the texture of the soles.

(Source: Pat. No. 2,459,339; United Shoe Machy. Corp., Boston, Mass.)

#### Cooling the Singer Needle

The illustration shows how any Singer sewing machine of the lock-stitch (rotary) type may be fitted to prolong the life of the needle through the medium of a cooling lubricant applied to the needle in the sequence of operation. This improvement does away with the fear of applying so



much cooling lubricant as to get too much oil on the machine and thence onto the work. But the cost of needle breakage and the time necessary to correct with a new needle

LEATHER and SHOES—June 4, 1949

and adjust the machine are expensive items these days.

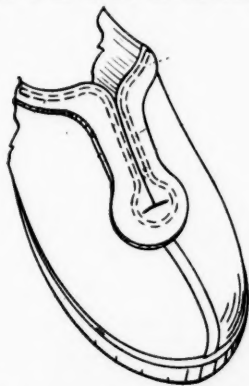
A cooling lubricant is applied to the needle by way of pad attached to the side of the shuttle and so timed as to slide by the needle as early as can be before emerging through the table onto the work.

Not only will the needle receive cooling lubrication but the shuttle itself will receive similar treatment, relieving at the same time any possible thread difficulty.

(Source: Pat. No. 2,453,827; Andrew Alberio, Delaware Gardens, Delaware.)

#### Laceless Shoe

In the drawing, the dotted lines or series of dashes disclose a piece of spring steel designed to the shape outlined. The shoe is in closed position ready to place on the foot which can be done easily by spreading open the facings holding the spring. As soon as the shoe is on the foot, the



spring tension closes the quarter of the shoe about the instep, just as is accomplished with an ordinary shoe lace.

For those who fear that this steel substitute for a shoe lace will lose its resiliency, another adaptation of this construction is offered in the way of a facing that is not stitched down around the outside of the spring enclosed but is left open or released by breaking open a snap fastening, after which a new spring may be inserted.

(Source: Pat. No. 2,462,324; Chas. A. Julinson, Fort Worth, Texas.)

#### Combination Edge-Setter

This simple machine may be used either to trim the edges of soles or set those edges. The only difference between these two functions is not in machine design but in fittings, one using a cutter for trimming and the other an iron for setting. It does not mean that both these operations

may be performed on the one machine at one time, but rather that a shoe manufacturer can buy two machines exactly alike and use one for sole edge-trimming and the other for edge-setting. This is not a shoe but rather a sole edge-trimmer or edge-setter. This suggests a definite trend in the way of stuck-on shoes of thermoplastic bond, using only an outsole, no welt, that can be made in prefabricated fashion, one sure way of cutting shoe making cost.

The feeding motion deserves special mention. Just above the edge-setting iron fitted to this machine the teeth of this roll are so fitted and

designed to keep the sole in steady path, bowed flutes on the feeding teeth. Another feature is that this feed adjusts itself to the different irons on the same sole, so preventing too much bite in the thinner parts, as the reduced shanks, and causing the sole to get out of alignment. This power-driven feeding mechanism also is spring-controlled; that is, there is constantly applied to the sole a spring pressure that aids in the feeding of the sole evenly and without pushing or hesitation.

(Source: United Shoe Machy. Corp., Boston, Mass. Pat. No. 2,459,179.)

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# Foreign News And Markets

## Colombia ...

Aided by government subsidies, the tanning industry is rapidly expanding. The country now has 20-30 tanneries, consuming about 700,000 hides a year, 70 percent of these domestically produced. The remainder is exported. A few of these tanneries are modern. Sole leather, however, is of inferior quality, due to the fact that the hides are mostly upper leather types.

Cattlehide production in 1948 was 1,400,000 pieces, slightly higher than 1947; calfskins, 12,000 pieces; sheep and lamb skins, 550,000 pieces; goat and kid skins, 450,000 pieces; reptile skins were valued at \$100,000, 75 percent of the skins being alligator.

In 1948 the following raw stock was tanned: 1,000,000 cattlehides, 500,000 sheep, 400,000 goat, 12,000 calf, plus small amounts of horse, pig, deer and reptile.

Consumption of tanning materials in 1948 consisted of 1,500 tons of mangrove extract, 700 tons of divi-divi, 120 tons of encenillo, and 1,000 tons of quebracho. Mangrove is used more than quebracho.

The shoes here are of fairly good quality. There are some imports, chiefly the better grades from the U. S. and Argentina.

## Uruguay ...

Annual hide production averages around 3,000,000 units. The government has met with representatives of the livestock, packing, tanning and

shoe industries and labor leaders to discuss methods of increasing exports. They have decided on a program for better handling of raw cattlehides and sheepskins, a control program on the tick problem, and reduction of damage to hides and skins from handling. A government agency has taken complete control of exportation of shark and seal skins. The plan is to tan these skins domestically and export the finished product. Previously the raw skins were exported.

Shoe production is decreasing. Output of all types in 1948 was 700,000 pairs, compared with 750,000 in 1947. Costs and prices have increased. Imports are negligible, but about 55,000 pairs were exported.

Consumption of upper and lining leathers in 1948 amounted to 1,325,000 square feet. Leather belting here is of poor quality. As a result, local industrial plants are switching to rubber belting. Moreover, no import licenses are granted for importation of better quality leather belting. The country produces about 750 kilograms of leather jackets yearly.

## Peru ...

Peruvian tanneries purchased about 310,000 units of cattlehides for 1948.



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slightly below 1947 (331,000 pieces). Total cattlehide consumption in 1943 was 314,000 pieces (339,000 in 1947). Exports of raw hides and skins fell off sharply last year, due to a drop in domestic production. Stocks of sheepskins continued to pile up. The U. S. is the sole buyer of goat, peccary, deer and other types of skins, and practically all of the sheepskins. Production of alligator skins in 1943 was about 9,000 pieces (20,000 in 1947); black peccary skins, 22,000 (34,000 in 1947); gray peccary 25,000 (48,000 in 1947); deerskins, 20,000 pieces (26,000 in 1947).

A ban has been placed on exportation of raw alligator skins. Due to pressure on the government from local tanners, the latter have been allowed to tan these skins themselves. Previously the entire supply was exported. Exporters want a revision of the new ruling, so that local tanners will process a part of the supply, the remainder to be available for export. They argue that the finished domestic skins can't be sold abroad due to the inferior quality. Exports of raw alligator skins in 1947 amounted to 162,000 kilograms, going chiefly to the U. S., Brazil and Argentina. Only about 36,000 kilo-

grams were exported in 1943, practically all going to the U. S.

Tara production in 1943 was only 2,400 tons, equivalent to 1,200 tons of tara powder. Consumption of quebracho in 1943 was about 1,700 tons (2,500 in 1947), as compared with an estimated annual requirement of 2,900 tons. Import-export restrictions are the chief barrier. About 335 tons of other vegetable tanning materials, and about 25-30 tons of tara powder were consumed.

Last year about 10,000 pieces of leather luggage were produced, and 75,000 leather wallets. Around 53,000 kilograms of leather stains and dressings are imported a year, plus 30,000 kilograms of coal-tar coloring matter. There is no domestic production of these.

### **Brazil . . .**

Cattle slaughter, which usually begins in January, did not begin until late this spring due to farmers' anticipation that the government would allow them to receive 15 percent higher prices on livestock. There is practically no calf slaughter, so all calf leather is imported, chiefly from the U. S.

In 1943 Brazil tanned 3,200,000 cattlehides (1,900,000 in 1947), and 3,300,000 sheep, goat and kid skins

(2,500,000 in 1947). Sheepskins have been very scarce. They have been priced around \$1.50 without wool. Farmers are reluctant to kill sheep during the wool season, especially with wool bringing good prices. Meanwhile, shoe manufacturers are reluctant to accept the pigskins offered by tanners to substitute for sheepskin linings.

Peccary skin exports in 1943 were 404,245 kilograms, the U. S. taking 364,000; carpincho skin exports were 305,800 kilograms, the U. S. taking 262,400.

Import licenses for leathers tanned in Brazil are almost impossible to get. For suede and side leather, for instance. Labor costs in tanneries are very high, due to the fact that there is very little mechanization in most tanneries. Labor productivity is low.

In the past 15 years some 60-80 thousand wattle trees have been planted. The country has four wattle bark extract plants. The quality of the extract is not yet up to South African quality standards, but is rapidly being improved. Brazil expects to be exporting substantial amounts of extracts soon. The factories will shortly have a daily capacity of 10 tons of extract with tanning content about 70-73 percent.

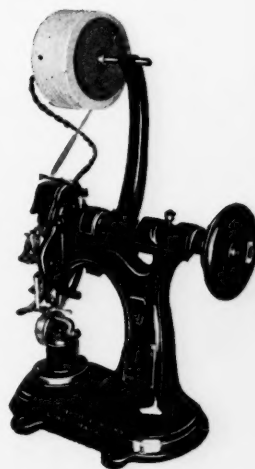
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\* see page 13

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Quebracho accounts for 20 percent of Brazilian consumption of vegetable tanning extracts. Due to development of the local wattle extract industry and consumption of wattle, Brazil may soon have about 300 tons of quebracho extract monthly for export.

The trend is sharply toward lower priced shoes. Manufacturers making such footwear have good backlogs of orders, while makers of higher priced products are looking for business. Imports of shoes are practically nil, due to the phenomenally rapid growth of the shoe industry. At present, wedge heel shoes for men are the rage in the larger cities, especially types with rubber soles.

## *Technical Tips To Shoe Foremen*

### **Fabric Tape for Crepe Welting**

Several plants have complained that the welting stitch pulls through the crepe welting used on the new type of crepe-welted and soled shoes, wherein the crepe welt is turned down to cover the feather of the crepe welt outsole.

Some of the shoes examined showed this tendency, but actually no welt was cut through. But since there appears some variation in the texture of the welting, some protection should be given. Again, a condition of this kind will make for a variation in the tensile pull of the welting machine. Then it must not be forgotten that the prevailing welting machine is not perfect, most of them actually sewing loose rather than tight seams, due to "stealing" of the thread on the tension wheel and by the auxiliary take-up. There is no lock on the tension of these machines.

The use of a narrow—about  $\frac{1}{4}$  inches—tape coating, offers a satisfactory solution to protect against the stitch cutting through the welting. This tape is applied to the welting on the top side or where the chain of the welting stitch is to appear. This tape need be only wide enough to extend beyond the sides of the stitch.

Any tape-applying machine will do. There is more of a problem offered in securing a tape coated with cement of permanent affinity to the crepe welting.

Among the problems arising from applying a strip of tape to crepe welting with a taping machine is that of looseness—the tape wrinkling and

causing contraction of the crepe. This is the reverse of a similar problem in a sewing machine wherein the presserfoot so bears against the work or cloth in a position ahead of the needle that the stitch is placed in cloth wrinkled through this retarding position of the foot. It holds back the feed action. As a result, the stitch breaks out when the cloth is drawn taut.

But this sewing machine problem becomes an asset when applied to the attaching of tape to crepe welting—to retard the feed of the crepe welting in each feeding or cycle. In this way there can be no stretching or contraction of the tape. On the contrary, any subsequent action of stretching or pulling out of the crepe will tighten the tape and so correct all danger of loose tape.

If the machine is not equipped with an idler or some tension arrangement to hold the tape taut in process of application, every effort should be made to buy one or have one made to order, for this is important to good work and production.

—H. Goltier

### Smooth Seams

The pounding down of moccasin seam butts or similar connections in the making of uppers continues as a problem. Various power hammers have been used to meet this need, but most fail to endure the gaff.

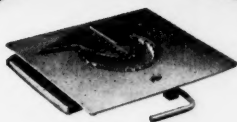
A more successful solution has been in the use of two opposing and heated plates closed together over the work to be reduced through foot leverage. This mechanism is good, and a decided improvement, but unfortunately it has proved to be lower and quite fatiguing to the operators.

The most effective solution to this problem may be found in using the Goodyear Welt Beating and Slashing Machine. This machine has the power and speed to meet this need of speedy and efficient pounding down of bunched upper connection seams, doing the work with a minimum of strain to the operator. And when so used this machine has done its work beyond expectations, though its use in this capacity is perhaps forbidden.

Credit for the discovery of so using this machine goes to a successful shoe factory superintendent who installed one of these machines which happened to be idle in a corner of the Welt Room, in his Fitting Room. In this way, the Goodyear Welt Beating and Slashing Machine solved his problem.

By H. Clinton Abbott

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## Costs . . .

(Continued from page 18)

direct material and especially for leathers, provides management with a graphic result obtained in the processing. It is a signal of good and bad material and good and bad workmanship that management can not overlook.

Free Balance section depicts the status of the material in total form. The unit count and the dollar value are kept on a continual basis providing a perpetual inventory. It provides an accurate quantity and dollar value inventory without the expense of an actual physical count. The accuracy of the inventory record card can be corroborated periodically by means of an inventory check slip. This is a check on individual items and assures far greater accuracy than the usual hasty physical count.

The stock card is a recapitulation of everything, as far as records are concerned, that management will want to know about the material he is processing.

## Summary

Management of a shoe factory today is faced with the problem of

producing and selling more shoes in an already flooded market. This, in turn, demands that shoes be quality merchandise at a price low enough to attract the trade and still provide a profit for the manufacturer. One method of achieving this is by elimination of every possible unnecessary expenditure. It is going to mean buying most intelligently, it is going to mean protecting raw material from unnecessary losses sustained while the material is in storage and it is going to mean getting the most out of the material processed. Controls alone can only point out the instances where standards are not being met. Lack of controls will deprive a factory of even that advantage.

## Lasts . . .

(Continued from page 22)

the coating of the first layer. This makes for easy removal from the last, just like using paraffin on box toe or on the tips of lasts, before the lasting operation, to avoid adhesion.

Figure 15 illustrates how a knife may be employed to remove the covering from the last, cutting off the top, the bottom, and dividing the paper shell so made into two halves as one divides an apple.

The next step is relatively simple, merely placing these forms or patterns

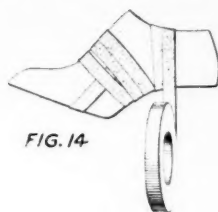
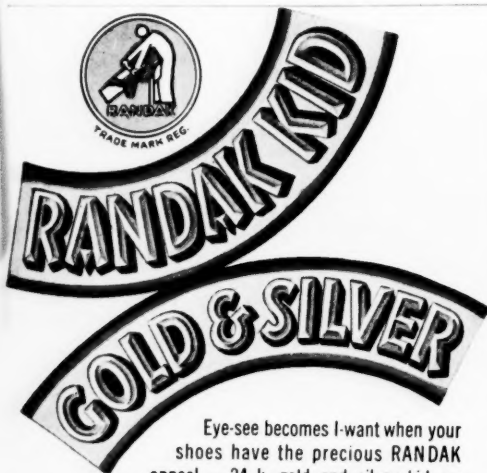


FIG. 14



FIG. 15

between suitable paper and then rolled out flat, making for an exact pattern to be used in making last shells. From this one pattern, flattened out, one may grade any run of sizes.



Eye-see becomes I-want when your shoes have the precious RANDAK appeal — 24 k. gold and silver kid, as developed by KOHNSTAMM and made in our own Camden tannery.

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# LABOR NEWS

The Haverhill Shoe Novelty Co., Haverhill, Mass., pleaded guilty to 69 counts of violating labor laws, chiefly in reference to failure of the firm to pay shop rates for home work. Fifty women workers are due \$2,494, which the defendant agreed to repay at the rate of \$50 weekly. Investigators had found that women were receiving 43-45 cents hourly for home work instead of the 65-cent hourly shop rate.

James J. Mitchell, secretary-treasurer of **United Shoe Workers of America CIO**, has announced that the post of General Counsel has been eliminated in his union. This means the ousting of **Harry Sacher**, who was the union's legal counsel for a year. Sacher is one of the attorneys defending the 11 Commies on trial for treason counts. Sacher has also recently been evicted as counsel for four or five other unions. His shoe union post paid him \$6,000 a year.

Officials of the St. Louis office of the **Boot and Shoe Workers Union, AFL**, are charging that two of the union's organizers were beaten and forced to leave town when they went to Luteville, Mo. to organize the **Vocational Footwear Co.**

The two men, **Henry Saathof** and

**William Shepard**, said they were met by several men as they entered the town, and were beaten. The air was then removed from their tires and they were forced to drive some five miles on deflated tires, the men charged. **Victor Harris**, union attorney, said that legal action was being considered.

A petition by the **Brotherhood of Shoe and Allied Craftsmen**, Brockton independent, for a union shop election in all Brockton shoe plants, three independent plants and two miscellaneous firms will soon be heard by NLRB field examiner **William Shoor** in Boston. The BSAC claims that its petition carried twice the number of signatures required by the NLRB for such an election.

Efforts thus far to settle the strike affecting 2600 production employees at **Selby Shoe Co.**, Portsmouth, O., have met with little success. Three proposals given the union by the company were presented to union members last week and turned down.

Selby officials proposed to eliminate the escalator wage clause, major factor in the strike, grant a sixth paid holiday, incorporate the 22-cents-an-hour cost-of-living bonus into piece rates, and substitute a wage re-open-

ing clause for either party. The walk-out began May 16 (L&S, May 21).

**Samuel Reinlib**, president of the **International Handbag and Luggage Union, AFL**, since its founding almost 11 years ago, was ousted as union head this week at a union convention held in Atlantic City. The action, unprecedented in labor circles, occurred at a special pre-session caucus. **Jack Wieselberg** of New York was elected to replace Reinlib as head of the union's 45,000 members, most of whom are employed in New York.

According to union spokesmen, Reinlib was removed from his \$15,000 a year job because he had become "tyrannical, dictatorial and arbitrary." The convention opened with 240 delegates representing some 80 locals.

Although incensed at first over his removal from office, Reinlib later joined the convention as a delegate. He expressed himself as reconciled to his removal.

**L. S. Buckmaster**, president of the **United Rubber Workers, CIO**, since 1945, was removed from office at a meeting of the union's general executive board. Buckmaster was deposed by the board for "conspiring" to deprive local officers of their rights and "issuing public statements 'falsely attacking' the character of the local union officers.

Buckmaster is recognized as leader of the rightwing section of the **United Rubber Workers**. He may appeal the

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oustering ruling at a union convention in Toronto, Canada, this Sept.

The Grasselli plant of General Aniline & Film Co., employing 2,365 workers, has laid off some 350 employees. The layoff was attributed by officials to "the decline of orders."

Russell I. Baker, plant manager, said that "while production has been maintained during the past five months in the hope of an upswing in business, orders have continued to decline, producing an unbalanced inventory. A layoff was the only possible solution to our problem."

Approximately 50 employees of the Play-Moc Shoe Co., Lynn, Mass., struck last week following refusal of the company to grant a 10-cent hourly wage increase to the firm's hand-sewers who receive 60 cents a pair. Local 2 of the United Shoe Workers of America, CIO, claims the walkout is due to efforts to organize the plant. This has been denied by Norman Goldberg, superintendent.

A "final offer" made by officials of Selby Shoe Co., Portsmouth, O., to employee-members of United Shoe Workers of America, CIO, now on strike, has been rejected, according to the union. The company offered to incorporate 10 of the 22-cents cost-of-living bonus into piece prices and pay the remaining 12 cents on an hourly basis. The union wants all 22 cents on an hourly basis.

The union, however, is willing to incorporate the entire 22 cents into piece rates if the firm will agree to the appointment of a joint union-management committee to study the wage question. Any agreement reached by this committee would be the basis of a contract effective until May 15, 1950.

Union officials are predicting that the strike will end soon as the result of a large order received by the company recently. Estimates of the order range from 54,000 to 100,000 pairs.

A strike which began on May 18 at the plant of I. Miller & Sons, Inc., Long Island City, continued this week with no sign of settlement. Some 1000 production workers, members of the USWA, Local 13, have refused to cross a picket line set up by members of the United Office and Professional Workers Union, CIO. (L&S, May 28).

Hy Denerstein of the office workers union said that the firm refuses to recognize the union and has rejected all arbitration proposals. The union was not on the ballot of a recent NLRB election held at the plant because its officers refused to sign the non-Communist affidavits required by the Taft-Hartley Law.

Judge John Paul of the U.S. District Court in Lynchburg, Va., has ruled in favor of Craddock-Terry Shoe Corp. in an action brought against the shoe manufacturing firm by the Federal Govt. for violation of the Walsh-Healey Act by employing male

workers under 16 years of age. The public contracts division sought recovery of \$8090 as liquidated on a government contract during the war period for which it claimed certain shoe employees had worked a total of 809 days. The case was dismissed.

Some 70 workers employed at the Ottawa, O. branch of the Boss Glove Co. were thrown out of work recently when the branch was closed. Spokesmen in the firm's Toledo office cited a general cutback in the glove industry following a period of overproduction as reason for closing. The 65 women and five men employed in the plant had been working a three-day week recently. Equipment will be dismantled and distributed to 16 other factories.

The national Labor Relations Board has certified the election of United Shoe Workers of America, CIO, as bargaining agent of workers at Clark Shoe Co., Lewiston, Me. The election, held on July 21, 1948, was protested by the firm at several meetings but the protest was finally overruled by the board.

Brotherhood of Shoe and Allied Craftsmen shoeworkers are now working without a contract with manufacturing members of the Associated Shoe Industries in Brockton. The contract, signed in Aug., 1947 and extended regularly since then, expired last week. ASI proposals have been rejected by the union but no further action has been taken by workers.

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# SPOT News

## Massachusetts

● Lynn Novelty Shoe Corp., Lynn, is reported to have been organized recently by Nicholas Morley and Robert J. Newhall.

● The board of directors of A. C. Lawrence Leather Co., Peabody, has declared a semi-annual dividend of 40 cents per share, payable June 13, 1949, to shareholders of record at the close of business May 27.

● The Quarter Century Club of United Shoe Machinery Corp., Beverly and Boston, will hold its annual meeting at 12:00 noon, June 11, at the company's Athletic Assn. clubhouse. Dinner will be followed by election of officers and seven members of the board of trustees. A full program of recreation is planned.

● Jenrose Shoe Co., Lawrence, recently opened a Boston sales office at 186 Lincoln St. Manus Schoenfeld is showing the firm's lines of casual flats retailing at \$4, \$5 and \$6.

● William Henry Shoe Co., Boston, has added a men's closed back sandal to its regular line. The shoe retails at about \$3.

● Beverly Shoe Co., Lowell, has added a baby doll last to its regular lines. The firm is making Cuban and high heel baby doll shoes in suede and smooth leathers to retail at \$5 and \$6.

● Dewey Rice Shoe Co., Boston, recently moved to newer and larger quarters at 185 Essex St. The firm, formerly located at 109 Lincoln St., carries job lots of women's shoes.

● Worcester Shoe Co., Worcester, has begun production on a boys' welt combat boot to retail at about \$7.

● Eagle Shoe Mfg. Co., Inc., Everett, has added several new shoes to its fall production. The company is making a boy's moccasin with an Indian head embossed on the vamp. The moccasin comes in wine and tan and retails for about \$4. Also in production is a boys' shoe with double decker soles. The shoe is made with outside sole taps which can be removed to the sole itself when worn through. It retails for \$5.

● A. C. Lawrence Leather Co., recently presented the J. B. Thomas Hospital in Peabody with a special spotfilm device for its X-ray equipment.

● New England Shoe Foremen's and Superintendents' Assn. will hold its second annual outing on Saturday, July 16 at the Rochester Country Club, Rochester, N. H.

● Employment in the boot and shoe

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industry during April dropped 15 percent in Brockton and 10 percent in Lynn, according to the Mass. labor board. However, several factories in Brockton have since re-opened or gone on full production again.

● The name of Leonardo Shoe Co. which will open in Haverhill within a month has been changed to Alto Shoe Co., Inc.

### Maine

● Belfast Shoe Co. was recently organized in Belfast with an authorized capital of 150,000 shares of common stock, par value \$100. Officers are Hyman Miller, president, Alexander Goldstein, treasurer, David and Alfred Alford and Louis Fishman, it is reported.

### New York

● Luggage and Leather Goods Mfrs. of America, Inc., New York City, has launched a promotional campaign for the forthcoming Luggage and Leather Goods Week, June 13-18. Available to retailers are newspaper mats, radio spots, window display ideas, and suggested promotional ideas and campaigns.

● According to a recent survey of luggage sales and the consumer market, the luggage industry has been found to have a potential of more than five times its 1947 sales of 221 million dollars. This amounts to a million dollars worth of sales per year.

● The New York Shoe Board of Trade is planning to stage two shoe shows a year in New York and will open the show to out-of-town manufacturers in the fashion field making shoes comparable to those made in the New York market. Shoes displayed will retail at about the \$12.95 class. The shows will be held sometime in May and November, rather than once a year.

● The Blankette Corp., New York City, has opened offices and production quarters at 129 W. 20th St., New York City. The firm manufactures "Boo-Toe", a patented expendable bedroom slipper for infants and children in corduroy, felt, satin and novelty fabrics. It retails at about \$2.95.

● The graduating class of the School of Leather and Tanning Technology, Pratt Institute, Brooklyn, recently visited the Jacques Wolf & Co. plants and laboratories in Passaic, N. J., and the Frankford Sole Leather Tannery of International Shoe Co. While at the latter, a lecture on "Oiling, Sponging and Washing of Sole Leather" was given by B. A. Schiller of Nopco Chemical Co.

● A lawsuit involving sale of chemical dyestuffs has been instituted in New York Supreme Court by Albrecht Chemical Co., Inc., against Anderson Trading Corp. Both firms trade in chemical products. Albrecht is charging that merchandise delivered by Anderson was not that called for by contract. The company is asking \$18,000 damages.

● Ajax Leather Goods Mfg. Co., Inc. has been organized in New York City to manufacture leather products.

### Washington, D. C.

● April excise tax collections on luggage totaled \$5,043,312, a decrease of \$628,464 from the same period a year ago. For the fiscal year to May 1, collections were \$68,393,404, a gain of \$1,028,798 over the preceding similar period.

● Slaughter of cattle in the first four months of this year totaled 4,218,000 head as compared with 4,173,000 head a year ago or a gain of slightly more than one percent.

● Leather production in March consumed 2,158,000 cattlehides bringing average monthly consumption for the first quarter to 2,118,000 hides as against an average of 2,173,000 cattlehides per month during 1948.

● Argentina's exports of hides and kips during March totaled 858,000 pieces, a gain of 59 percent over Feb. exports. During the first quarter, Argentina exported 2,448,000 pieces, a gain of 52 percent over a same period last year. March marked the sixth consecutive month in which no shipments were made to the U. S.

● Cattlehide exports during March were 130,000 pieces with imports totaling 125,000 pieces, thus putting the U. S. on a net export basis for the month. Exports during the first quarter totaled 307,000 pieces with imports at 369,000 pieces, giving the nation a net import of 62,000 pieces for the period. During the first quarter of 1948, the U. S. was a net importer to the total of 1,275,000 pieces.

● U. S. exports of rubber, allied gums, and manufactures in March were valued at \$10,991,679 as compared with \$9,524,466 in Feb. and \$12,069,626 in March 1948, according to the Dept. of Commerce. Value of exports in the first quarter 1949 was \$31,799,576, a drop of 13.8 percent from the \$36,881,772 reported a year ago. Greatest declines percentage-wise were in footwear, soles and heels as well as mechanical rubber goods and passenger car casings.

● ECA has assigned an American scientist and insecticide expert to make a preliminary survey of conditions affecting the control of sleeping sickness and malaria in East and West Africa. Millions of acres of land are rendered sterile by the diseases which make it impossible to raise livestock there.

### California

● Malibu Shoe Corp. is reported recently organized in Los Angeles by Leo Milchen and William and Henry Podos to manufacture footwear.

● Stock, fixtures and equipment of Beverly Footwear Corp., Los Angeles footwear manufacturers, were reported sold at a public auction sale on the premises May 24.

## PERSONNEL

▲ Louis Tikotsky is now selling for Milton Shoe Co., Methuen, Mass. Tikotsky formerly operated a retail shoe store in Lawrence.

▲ Otto H. Dumke recently joined the staff of Bellwood Shoe Co., a division of General Shoe Corp. Dumke, associated with Groves Shoe Co., Chicago, for the past 17 years, will cover the greater Chicago and Milwaukee area.

▲ Edward J. Brooks, accountant for George M. McCarthy Pattern Co., Haverhill, defaulted in Superior Criminal Court recently, it is reported. He is accused of being involved in the disappearance of \$34,000 in company funds.

▲ Marguerite Krock Brisbane has joined the staff of the accessory fabrics department of Burlington Mill Corp. She will handle sales to the shoe and handbag trades.

▲ Jim Clark, formerly with Aird & Son, Ltd., has been appointed sales manager and will handle sales of the Farino line of women's hand-lasted shoes in Canada. Clark is a former vice president of the Canadian Footwear Travelers and joined the Parino Shoe Co., Montreal, in April.

▲ E. T. Richardson, Jr., is now sales representative for the Cedar-Crest Division of General Shoe Corp. Formerly with Cambridge Rubber Sales Corp., Richardson will sell dressy horsehide safety shoes in Pennsylvania.

▲ Wendell O. McCracken, formerly with Selby Shoe Co., is now south-

west sales representative for Johansen Bros. Shoe Co., Inc. He succeeds E. A. Sanders. Philip B. Shank, formerly with the Tru-Poise Division, succeeds McCracken as line manager of Selby's Physical Culture Division.

▲ Otto Adams, formerly with Gregory, Read and Co., Lynn shoe manufacturers, has joined the sales staff of Kimel Shoe Co., Los Angeles. He will cover St. Louis and eastern territory.

▲ Irvin Dugins has joined the sales staff of Hannahsons Shoe Co., Haverhill. He will handle sales in Kentucky, Tennessee and Mississippi.

▲ Robert L. Murray, executive vice president of Hooker Electrochemical Co., Niagara Falls, N. Y., has been presented the 1949 Schoellkopf Medal of the western New York section of the American Chemical Society for his chemical research activities.

▲ A. U. Fox and Luther H. Hodges were recently elected to the board of directors of the American Thread Co. at the firm's annual meeting. Re-elected were Percival S. Howe, president; Henry E. Rauch, executive vice president; C. L. Grebneaire, vice president; and Oscar M. Shaw.

▲ Among new members of the 25-year class of employe at Nopco Chemical Co. is Floyd B. Collins who recently received a gold watch from the company. Collins is associated with the tanning oils division.

▲ Elmer Jeffries, former manager of Edison Bros. Stores, Inc. Shoe Salon in Washington, D. C., has been promoted to regional manager for the seven Edison stores in Washington and New Jersey, Connecticut, Virginia, West Virginia and North Carolina. Jeffries is 28 and has been associated with the firm since 1941, beginning as a salesman.

▲ Helen D. Newman, former office manager of W. L. Douglas Shoe Co.'s plant at Scranton, Pa., has resigned to accept a position with Klevan Shoe Co., Spencer, Mass.

▲ Walter McCormack of Hannibal, Mo. is now celebrating 50 years of continuous service with International Shoe Co., St. Louis. He was recently honored at a dinner given by the supervisors of the Seventh St. factory.

▲ Thomas Marrinan, dean of the tanning machinery industry, is celebrating both his 90th birthday and his 50th anniversary as operator of the Woburn Machine Co., Mass. He began his own business on June 1, 1899.

▲ Horace Gooch, Jr., treasurer of Worcester Molded Plastics Co., Worcester, Mass., has been elected president of The Society of The Plastics Industry. Gooch has been active in the industry for many years.

▲ A. Scolnick has been named sales representative of Gardiner Shoe Co., Gardiner, Me. Formerly manager of the Rough Rider Division of Cannon Shoe Co., he will handle Gardiner's lines in New York State, except Metropolitan New York.

▲ Dr. J. M. Newton, research supervisor for Clinton Industries, Inc., has been appointed director of the firm's Technical Sales Service Dept. He will supervise basic and applied research pertaining to sales.

▲ Henry Fowler and Drell Northern have been appointed sales representatives for Accent Shoe Co., division of International Shoe Co. Formerly with Kane, Dunham & Kraus, Fowler will cover the lower Mississippi valley while Northern will handle Colorado, Kansas and area north to Canada.

▲ Matt Jones has joined Dover Shoe Co., Somerworth, N. H., as stockfitting foreman.

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# Leather MARKETS

Leather market continues strong this week with prices holding firm. Sales still not as active as expected. Sides and splits do good business, lower grade suedes active.

## New York Markets

Business was reported very good at the Popular Price Shoe Show. Buying was said to be heavy for all types of shoes but demand was strongest on casuals and slippers. Prices not only remained firm but there were reports that one manufacturer was preparing to increase prices.

However, there was not too much leather business at the Show mainly because there is definitely a firmer trend noted in the leather prices from those prevailing early in May. Several tanners at the Shoe Show turned down sizable orders for side upper leather for a difference of 1 cent between buyer and seller. There seems to be a disposition on the part of many tanners to "hold the line" on prices. One tanner turned down an order for 200,000 feet of elk side leather because of a difference of a cent and said he only sold 50,000 feet at the Show. Another tanner reported selling 150,000 feet at the list prices of 44/43c and down for large spread elk. These prices have been the lists for a month or so now but in-as-much as many tanners had been forced to sell

at from 1 to 3c under the list prices in order to get business the fact they are demanding the lists now actually means the market has advanced 1-3 cents over that prevailing early in May.

On the other hand, some important shoe manufacturers still claim they can get all of the large spread Elk they want at 42/40 and down. However, there is increasing evidence that this is going to be harder to do. Corrected grain extremes are mostly quoted at 47/48c and down while kips have been sold at 50c with many important tanners asking 58/60c and down. Many tanners believe that business will pick up now as a good volume of shoes were sold at the Show.

There is a better demand reported for men's lighter shoes which should mean more calf leather. In women's a good demand continues for smooth leather according to most reports. Price lists remain unchanged with suedes of good tannages quoted \$1.20 and down. Prices resistance is still strong and the bulk of the business in suede is from \$1.10 to 90c with more 50c business reported that \$1.10. The volume in grains is said mostly 80/85c. Of course, some of the more closely trimmed tannages of suede are higher with \$1.35 to \$1.40 heard.

Tanners report business good in kid leathers but it is admitted that the demand is on the middle and low grades with suede continuing in the limelight. Price lists on suede remain unchanged and range from the nineties down into the twenties. Prices most often heard on

## LEATHER: ITS PRICE AND TREND

KIND OF LEATHER	THIS WEEK	MONTH AGO	YEAR AGO	1948 HIGH
CALF (Men's HM)	95-1.15	95-1.15	95-1.10	1.30-1.48
CALF (Women's)	80-1.02	80-1.02	95-1.05	1.40-1.48
CALF SUEDE	1.00-1.20	1.00-1.20	1.00-1.35	1.45-1.90
KID (Black Glazed)	45-65	50-75	60-85	70-90
KID SUEDE	45-65	50-75	60-85	70-90
PATENT (Extreme)	48-56	48-56	60-60	76-82
SHEEP (Russet Linings)	18-22	18-22	19-22	23-25
KIPS (Corrected)	55-59	53-58	60-63	70-75
EXTREMES (Corrected)	46-53	43-49	50-54	60-65
WORK ELK (Corrected)	44-49	44-48	48-51	56-60
SOLE (Light Bends)	61-63	61-63	78-80	90-95
BELLIES	32-35	32-35	38-40	44-47
SHOULDERS (Dble. Rgh.)	49-54	49-54	63-65	77-80
SPLITS (Lt. Suede)	37-43	37-43	38-42	41-45
SPLITS (Finished Linings)	20-23	20-23	23-25	27
SPLITS (Gussets)	18-19	18-19	20-21	21-22
WELTING (1/2 x 1/8)	8 1/4	8 1/4	10	11-11 1/2
LIGHT NATIVE COWS	25-26 1/2	24 1/2-25	29 1/2	33

All prices quoted are the range on best selection of standard tannages using quality rawstock.



the medium grade suede is 48/50c and lower sorts run into the thirties and twenties. Linings are still slow. List prices remain quoted on the standard colors 50-45-40-35c with the pastels quoted 2c above this list.

Not much change has been noted in flexible bends. Manufacturers have all the orders they want but admit this is due more to the lack of splits to manufacture the flexibles than to any great volume of orders. Prices on flexible bends are about the same with No. 1's quoted 36c for 4-5 iron, 39c for the 5-6 iron and 44c for the 6-7 iron with 2c down for the No. 2's and No. 3's.

Most sole tanners report that business is better and have been saying this for several weeks now. Very little change has been noted in prices and tannery run bends are quoted 59c for the heavies and up to 62c on the light bends. Cow bellies are at 31/32c and steers have been selling up to 34c. Single shoulders remain widely quoted with up to 44c paid on the light end and the heavy end down into the thirties. Double rough shoulders are still mostly 54-55c.

### Sole Leather

Boston tanners still awaiting more concrete results of Popular Price Shoe Show, report little increase in orders this week. General consensus of opinion is that buying at show was concentrated on cheaper grade shoes and this will be reflected in entire leather market. Reports that many buyers were asking specifically for more women's shoes with leather soles encouraging. The big question now is how will the better grade sole leathers do. Light bends still a scarcity on market; generally bring 62c when available. Heavies draw some interest at 58-60c though quoted up to 62c. Mediums lag far behind, quoted at 62c down with few good sales noted.

Light Bends: 61-63c  
Medium Bends: 58-61c  
Heavy Bends: 58-62c

Philadelphia sole tanners report that prices have steadied up in the past week and in some instances they have even been pushed up a little. The increased cost of hides did affect sole leather prices to a certain degree. Recently there have been many more orders received for finding bends. There are new orders for factory bends, but it is in repair leather that business has improved and prices have increased. Quite a few sales in bellies have been made. There is a growing shortage in both factory and repair leathers. Tanners are curtailing their soakings since they are waiting to see what is going to happen on the market. Composition is still cutting into sales of sole leather, and has an effect on the price.

### Sole Leather Offal

Growing tendency toward firmer prices outstanding characteristic of Boston offal market today. Tanners and dealers find buyers showing definitely more interest with resulting lift in sampling and sales noted. Dealers much happier with reports that more shoe wholesalers are now specifying leather soled shoes. Result: tanners holding closer to quotations. Bellies somewhat less active this week with most sales made at 34c for steers and 31c for cows. Single shoulders with



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heads on move fairly well, dealers ask up to 44c for lights, up to 40c for heavies. Few sales reported for heads this week. Double rough shoulders draw some interest, bulk of sales at 53-54c, for specialty purposes up to 58c. Shanks still firm with buyers showing better interest.

Bellies: Steers 33-35c; Cows 31-32c

Single shoulders, heads on: Light 41-44c; Heavy 37-40c

Double rough shoulders: 47-54c

Heads: 16-18c

Fore Shanks: 21-25c

Hind Shanks: 24-27c

### Welting

Welting manufacturers looked forward to better demand because of the good sales made at the Popular Priced Shoe Show, got but part of what they had hoped for. Interest, however, better than for many weeks. Prices hold firm. Buyers talk about a few sales recently made at lower levels, find manufacturers holding out for 84c for  $\frac{1}{2}$  x  $\frac{1}{8}$  inch regular Goodyear stock. Specialty welting again gains new friends. Synthetic welting finds new orders greatly increased as manufacturers of low priced shoes try to make them still lower.

### Calf Leather

Little change from last week in Boston calf leather market. Firmer market in women's weights; prices which tended to sag in recent weeks now stronger. Men's weights, a scarce item, find quick sales in better grades. Lower and middle grades move slowly. Suede still the big item but buyers as yet have not committed themselves on fall orders. Many buyers feel that Popular Show indicated fall activity will be concentrated on lower priced shoes, hesitate to take plunge on calf suede. High colors continue to gain popularity after black and brown. Good interest seen in green and blue.

Men's weights: B \$1.10-1.15; C \$1.05-1.07; D 85-99c; X 75-95c; XX 60c

Women's weights: B 88c-\$1.02; C 83-97c; D 78-89c; X 68-81c; XZ 55-65c  
Suede: \$1.10-1.20; \$1.03-1.10; 90-93c

### Kid Leathers

Philadelphia kid leather tanners report that there are no signs of any change in the fall picture. It looks as if black suede will remain the leading favorite indefinitely. As one tanner put it, "there doesn't seem to be anything to take its place." Brown and blue are selling quite well at this time. Glazed is still second to suede in popularity, with the demand for black, brown and blue in that order.

The expected reordering after Easter sales of shoes has not materialized. More orders have been coming through recently but they are for the Fall cutting. This increase in orders has not been sufficient to make a material difference in the general picture. Prices are somewhat lower, depending on buyers.

The rawskin market has improved. Prices are down a little but not enough to make a real change. Tanners are still fighting for prices that will be low enough to influence their own price range. It is not known whether the present trend in lower rawskin prices will continue and at this time there does not seem to be any indication that they will be drastically lowered.

Boston kid market continues to baffle tanners who find sales spotty, prices spread all over the lot. Heavy demand for lower grade suede below 60c but above that price, the going is much slower. Black suede by far the most wanted with tanners able to sell all they have in grades under 50c. Here again, middle and top grades do not draw expected buyer interest. Many buyers have bought only 60-75 percent of their fall requirements, hold off on rest till they get better idea of fall trend. Slipper kid and linings move slowly with the latter quoted at 40c down. Volume business done between 25-30c. Glazed continues slower with sales made below quoted prices as tanners try to unload heavy inventory. Bulk of sales made between 50-75c.

### Sheep Leathers

Rise of 10-15 percent in prices at New Zealand auction gives added strength to Boston sheep market this week. Most tanners had hoped for lower rawstock prices and consequent easing on finished leather quotations, will now have to revise their thinking. Market scarcity of good skins also contributes to strong tone. As a whole, tanners find buyers accept situation well, show better temper in placing orders under present prices. Russets for men's, children's and specialty shoes get good call. Bulk of russet sales made around 17-18c. Shoe linings move well between 12-16c, boot linings draw interest up to 22c. Heavy boot linings, not too plentiful, bring up to 24c. Volume chrome linings sales made at 26c. Garment suedes continue to show somewhat more life, quoted at 20c down.

Russet linings 22, 20, 18, 16, 12, 10c.  
Colored vegetable linings: 22, 20, 18, 16, 14.

Hat sweat: 26, 24, 22, 20c.

Chrome linings: 28, 26, 24.

Garment suede: 26, 24, 22c.

Garment grains: 22, 20, 18c.

### Side Leathers

"Best business in months" is the way Boston tanners describe market this week. Firmer prices, better sales, more interest and sampling reported all along the line. Some advances in quoted prices noted. Buyers who have stalled fall orders till the last minute now take plunge. Demand healthy in all types of side leathers. Prospects for continued business are good as reports from Popular Price Show indicate growing emphasis on cheaper grade shoes. Tanners find it much easier to hold firm on quoted prices, buyers place orders with more confidence for future. Heavy aniline extremes very active, bring from 40-58c, depending upon quality, grade, etc. Most sales made at 56c and down.

Heavy Aniline Extremes: B 54-58c; C 50-52, D 45-48; X 40-42c

Corrected Kips: B 55-59; C 53-57; D 51-54; X 45-47c

Corrected Extremes: 46-52; 44-50; 42-48; 39-42c

Corrected Large: 45-49c; 43-47; 41-45; 37-41

Work Elk: 44-49; 42-47; 40-45; 38-43

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## Splits

Tanners report good buyer demand in Boston split market this week. Prices hold firm all along the line. Suedes in much demand with black and brown dominating colors. Light suede quoted up to 43c with best sales made at 38-40c. Linings continue active, bulk of business around 22c. Work shoe continues to find buyers at 30c and down; H weight quoted 33c and down. Retan sole splits do well between 30-40c, depending on weight and trim. Gussets show better activity.

Light suede: 36-43; 34-41; 32-38

Suede heavy: 44-47; 42-44; 39-41

Retan Sole: 40, 38, 35, 33, 30

Finished Linings: 18-20; 20-23; 22-25

## Belting Leathers

Philadelphia belting tanners report that there has been some break in the market. Production and sales have improved, but prices are down somewhat. Although hides were a bit higher, prices in the belting industry are set by supply and demand, and they have lowered their prices when necessary in individual instances. Shoulders have been very good in some tanneries, although the general picture is not too good. Heads and bellies have picked up recently but not enough to make a big difference. Bend butts are selling poorly.

Curriers say that there have been no changes in prices at all in the past week. Factory belting is still practically at a standstill. A few orders come in now and again but on the whole the picture is dull.

The only real business expected in the next few months is in waist belting which is expected to start very soon. A good business is anticipated in this line. There is no sign of any other type of belting picking up.

## Glove Leathers

The demand for leather has picked up but it is still nothing to get excited about. Glove manufacturers who are operating, or cutting into their own stocks and will not be in the market for quantities of leather until these stocks are depleted. Tanners are looking for a brisk demand for leather in about three weeks. It is hoped that the scarcity of top grade leather will force the use of the lower grades of which there are plenty. A good clean-up this fall would place the County in a first class liquid position.

Raw skin buying is cautious and will continue so for some time. Prices seem to have reached a point below which exporters do not care to sell. This fact combined with the advances registered in the New Zealand auctions, would indicate a stable raw skin market for the balance of the year.

## Harness Leather

Business in the Midwestern market continued dull during the past week. Demand is restricted, with most harness leather tanners "reaching out" for business. Prices are currently listed on a nominal basis of 73c for the A grade, B grade at 69c, C grade at 65c and D grade at 61c. From 11 to 12c per pound is generally added for backs.



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# HIDES and SKINS

Activity light; big packer prices steady but could be figured lower. Small packer hide market somewhat firmer. Country hides unchanged. Calf and kip markets quiet.

## Packer Hides

The market has been active in a limited way with business at steady prices. Light native cows and light steers, both brands and natives, have been active, and although the prices have been steady, it could be figured that the sales this week were slightly lower due to the differences in salting. Most of the hides sold this week were May/June salting, with the bulk of them Mays. Some of the slow making steers dated back slightly. Light cows sold in a range of 25 to 26½, depending upon point of production, while the steers were steady at 29c for extreme light natives, 24c for all light native steers, and 21c for light Texas steers. Offerings were small in the market this week. However, interest was likewise slim. Some 20c interest was noted in branded cows, but nothing was done in the way of trading. Sellers were not inclined to go along at that level, however, as production of branded cows is rather light and offerings will be rather slim.

## Small Packer Hides

The tone in the small packer market is somewhat better, tanners willing to figure about 1c higher on the average. Asking prices, of course, have gone higher all along, but tanners are using their own ideas of how much to pay.

Hides quoted around 20 to 21c selected for allweight native steers and cows around 48/50 lb. average, with up to 25c selected quoted for 44 lb. average lots. Around 27c selected has been paid for some of the very light average 38/40 lb. average hides from Southwestern points. The Southwestern lots are especially desirable, not only because of weights, but also be-

cause of the extensive usage of brine curing.

There aren't many hides around. Tanners have picked up lots right along, and the business, even though slight, has been in excess of the amount of hides being produced. With fewer producers in the business today, there aren't so many hides available.

## Packer Calfskins

The market has held quiet all week. There should be some skins available, but up to now nothing has been noted. The market is considered about steady.

Prices on big packer Northern heavies, 9½ to 15 lbs., are ranged from 62½ to 65c according to production, with lights figured at 60c. Riverpoint heavies are quotable at 57½c, with lights at 55c.

Small packer allweights are quotable around 45 to 50c, depending upon quality, with some excellent production quoted up to 55c. Only small volume business has been noted, mostly around 50c.

New York trimmed packer calfskins

quotable at \$3.50 for 3 to 4's, \$4.00 for 4 to 5's, \$4.50 for 5 to 7's, \$5.25 for 7 to 9's, and \$8.25 for 9 to 12's.

Big packer regular slunks are quoted at \$2.85, based on sales this week of about 5,000 skins at that price. Last business was at \$2.80. The asking price on the skins sold this week was \$3.00.

## Packer Kipskins

Nothing much has been done recently. Some sales developed last week at steady money after the market had been established about 1½c higher. The prices are 47c for picked-point Northern skins, around the Minnesota light grubbing area, 46½c for mixed Northern and Riverpoint native skins, and 41½c for Northern overweights.

Packer New York trimmed kipskins are quoted at \$9.25 for 12 to 17's, and \$9.50 for 17's and up.

## Country Hides

The country hide market holds unchanged from the position of last week. Tanners are not looking at the market in a particularly strong way, refusing to do much buying until they have more assurance of the conditions holding fairly steady. There are not many hides around in the market, but still in all, tanners are not worried

## QUOTATIONS

	Present	Week Ago	Month Ago	Year Ago
Native steers	22	22	19 -22½	25 -26
Ex. light native steers	29	29	28	28½
Light native cows	25 -26½	24½-26½	24½-25	29 -29½
Heavy native cows	22 -24½	22 -23½	19 -20½	27
Native bulls	16½-17	16½	16	17½
Heavy Texas steers	19	19	18 -18½	24
Light Texas steers	21	21	19	24
Ex. light Texas steers	29	27½	24	26
Butt branded steers	18½-19	18½-19	18 -18½	24½
Colorado steers	18½	18½	17½-18	23½
Branded cows	20	19½	18½	26½
Branded bulls	15½-16	15½	15	16½
Packer calfskins	55 -65	55 -65	55 -65	55 -60*
Chicago city calfskins	40 -45	35 -40	35	40 -45
Packer kipskins	47	47	47	37½
Chicago city kipskins	30 -35	25	25	27 -28

\*Old trim basis.

## HIDE FUTURES

COMMODITY EXCHANGE, INC., FUTURES MARKET

	Close June 1	Close May 25	High For Week	Low For Week	Net Change
June	19.98	19.85	20.23	19.78	+13
September	19.95H	20.00	20.30	19.75	-5
December	20.00-10	20.00H	20.40	19.84	+9
March	19.59	19.50H	19.80	19.55	+9

Total sales, 244 lots.



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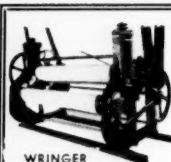
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about a short supply situation as long as the demand picture is not showing improvement.

The price range for 48/50 lb. average hides is unchanged at 16 to 17c flat trimmed for good quality Midwestern production. Lighter hides around 44/45 lbs. average, are quotable in a range of 18 to 19c flat trimmed.

### Country Calfskins

Country calfskins are in a better position. Untrimmed allweights are figured in a range of 26 to 28c, depending upon the quality. City skins have better interest recently, some tanners willing to figure around 40 to 45c for good quality production.

New York trim collector calfskins are quoted at \$2.75 for 3 to 4's, \$3.25 for 4 to 5's, \$4.00 for 5 to 7's, \$4.75 for 7 to 9's, and \$7.00 for 9 to 12's.

### Country Kipskins

There is a little upward movement on country kipskin. Good quality country untrimmed kip is quoted at 23 to 25c, depending upon the quality. City untrimmed skins are figured around 30 to 35c, which is somewhat higher, most ideas around the 30c mark. Business is slow at these prices because tanners do not want to go along. However, there is more and more tendency for buyers to pick up skins at the new levels because of the short supply.

New York trimmed collector kipskins are quoted at \$8.20 for 12 to 17's, and \$7.85 for 17's and up.

### Horsehides

The horsehide market is still strong. Few offerings and fairly good interest in quality hides contributes to the strength. Tanners are looking around for good quality Northern and Midwestern trimmed hides and they seem to be willing to pay up to \$9.00 for 70 lb. trimmed lots. The maximum for 60 lb. hides, however, is around \$8.75, with down to \$8.50 figured on some. Southern and Southwestern hides are best at \$6.50. Ponies and glues, in all cases, are half price. Fronts are the same as last quoted, holding at \$5.50 to \$6.00 for Northern No. 1's, and \$5.00 for Southern and Southwestern production. Butts are unchanged at \$3.25 for best quality, basis 22 inches and up, and \$3.00 on average quality.

### Wool Pelts

The activity in the sheep pelt market is pretty well restricted to big packers No. 2 and No. 3 shearlings at steady prices of \$2.10 for No. 2's and \$1.60 for No. 3's. No. 1's are quiet. Mouton tanners not doing much of anything at the present. Spring lambs are unchanged, the business being done on the West Coast, most entirely. Northern California production is quotable around \$2.25 per cwt. with the Southern California pelts around \$2.50 per cwt.

### Pickled Skins

Pickled skins are dull. Some interest has been noted for new production

skins, but recently there has been a dulling of interest. New skins are quotable around \$10.00 to \$10.50 per dozen, depending upon the quality. Old production sheep and lambskins are still very quiet at \$8.00 per dozen, big packer production.

### Dry Sheepskins

Although reports from Fulton County state that conditions there are looking better, buying is still of the "hand-to-mouth" order. It would seem that both tanners and manufacturers are waiting for orders before adding to their rawstock inventories. While they admit that they are carrying relatively small stocks, they are unwilling to do any rawstock buying until they know how much of their present leather and glove stocks they will be able to dispose of and what will be needed for the coming season. It would seem that tanners expect to be able to pick up spot skins or skins afloat. From indications it would seem that tanners are reluctant to have any rawstock inventories at the end of the season and on that account are buying in small quantities and very cautiously.

There has been little change in the hair skin markets. Large selling quarters state that they have been receiving relatively small offerings and with the exception of Brazil cabrettas, there has been little change in asking prices. As noted, cabrettas have been offered from \$13.00-13.75 per dozen, depending upon districts and lots involved. Some indications that holders of good skins have firmed up in their ideas and either not offering or holding to their ideas of values and refusing counter bids. Cape gloves are unchanged with shippers at origin showing no inclination to reduce their prices while buyers here showing no interest at the moment except at very low prices. Addis-Ababa slaughterers are also firmly held and usually above the ideas of buyers. Occasional sales noted of Mocha blackheads but in general, buyers are out of the market, the same as for dry salted Sudans, Mombasas and Nigerians. The latter had been moving to the shoe trade but no late offers noted.

There has been some business passing in Australian and Punta Arenas woolskins and shearlings but no late trading in Capes. As regards the former descriptions, prices are varied as to shippers and make-up of the lots involved. Sellers state that the description of the pelt, length of wool and assortment governs the price and no two lots will command the same figure as no two lots are made up the same.

### Goatskins

Demand for rawstock suitable for suede leather continues to dominate this market. Buying is of a steady nature with prices for the most part firm. Sellers continue to hold to their asking levels although offerings are limited.

The market on Amritsar type skins holds to unchanged levels; some sales reported at \$11.50 per dozen c.&f. for shipment but some sellers are holding at \$12.00. Southern India market is firm with Madras Deccans quoted \$12.00 to \$13.00 per dozen c.&f. basis 1.70-1.80 lb. skins. Calcutta market is firm with little offered.

# WANT ADS

## ADVERTISING RATES

Space in this department for display advertisements is \$5.00 per inch for each insertion except in the "Situation Wanted" column, where space costs \$2.00 per inch for each insertion.

Undisplayed advertisements cost \$2.50 per inch for each insertion under "Help Wanted" and "Special Notices" and \$1.00 per inch for each insertion under "Situations Wanted."

Minimum space accepted: 1 inch. Copy must be in our hands not later than Wednesday morning for publication in the issue of the following Saturday.

Advertisements with box numbers are strictly confidential and no information concerning them will be disclosed by the publisher.

THE RUMPF PUBLISHING CO.  
300 W. Adams St. Chicago 6

## Special Notices

### Shoe Factory For Sale

FOR SALE: Factory making 500 pairs of children's shoes, sizes 0 to 9 inclusive, cement process. Low rent, low labor cost, plenty of help. Well established trade name. Close to Chicago market. Priced for quick sale.

JULIUS SILVERMAN, RECEIVER,  
440 W. Lincoln Highway  
(Phone 77 or 1740)  
De Kalb, Illinois.

### Job Lot Shoes Wanted

WANTED TO BUY—  
Women's shoes in job lots,  
close outs and  
factory damaged shoes.

Write P. O. Box 89,  
Syracuse, N.Y.

### "Shoe Fashions— The World Over"

Write for free booklet describing leading imported shoe style publications.

OVERSEAS PUBLISHERS'  
REPRESENTATIVES  
68 Beaver St., New York 4, N. Y.

### Binding Line Wanted

SALESMAN selling New England shoe mfg. is looking for good line of coated and uncoated shoe binding. I sell only good accounts that pay their bills. I have an office in Boston with telephone and secretary. Straight commission. Address E-13, c/o Leather and Shoes, 10 High St., Boston 10, Mass.

### Wooden Drum Wanted

WANTED TO BUY: Good used wooden drum for washing hides.

HILL PACKING CO.,  
TOPEKA, KANSAS.

### Splitting Machine

WANTED: One 57" Belt Knife Splitting Machine.

Address E-10,  
c/o Leather and Shoes,  
300 W. Adams St.,  
Chicago 6, Ill.

### Situations Wanted

#### Stock Fitting Foreman

20 YEARS EXPERIENCE on women's high grade novelty shoes. Will go any place in the Middle West.

Address E-9,  
c/o Leather and Shoes,  
300 W. Adams St.,  
Chicago 6, Ill.

### Packing Room Foreman

DO YOU NEED a high grade packing room foreman who can not only get work done but also get it done properly? If you can use this man's exceptional ability along this line, address E-22, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

### Stockfitting Foreman

STOCK FITTING FOREMAN seeks opening where genuine ability is needed. Not interested in soft job but a tough one that offers plenty of opportunity. Not a run-of-the-mill man, so if you need an exceptional foreman write to E-21, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

### Cutting Room Foreman

CUTTING ROOM FOREMAN—available at once. Man thoroughly acquainted with every aspect of cutting room procedure and with a thorough knowledge of leather buying. If you need a really good cutting room foreman, write to E-19, c/o Leather and Shoe, 300 W. Adams St., Chicago 6, Ill.

### Tanners: Attention!

POSITION WANTED: Graduate, 22, single, receives M.S. in June '49, major in leather chemistry. One year graduate research and training, 3 years part-time technical assistance at Tanners' Council Laboratory. Desires sales or tannery operation work. A. Howard Stuewe, 3617 Bevis Ave., Cincinnati 7.

### Lasting Room Foreman

LASTING ROOM FOREMAN AVAILABLE. Long experience lasting all kinds of shoes makes this man especially valuable to any manufacturer. Knows how to handle help and get production out on time. Address E-20, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

### Shoe Superintendent

SUPERINTENDENT AVAILABLE. Known shoemaking thoroughly with particular ability in handling latest type of California construction. Wide experience, best of references.

Address E-23,  
c/o Leather and Shoes,  
300 W. Adams St., Chicago 6, Ill.

### Splitter & Technician

SPLITTER AND TECHNICIAN AVAILABLE. Lime and blue. Taught personnel in South American tannery to operate different machines. Letters of recommendation, 24 years experience. Address E-24, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

### Position Wanted

OFFICE MANAGER-ACCOUNTANT, 18 years experience with leading sheepskin tanner. Complete knowledge all phases office management and accounting. Very best of references. Address E-18, c/o Leather and Shoes, 10 High St., Boston 10, Mass.

### Splitting Machine Operator

WANTED: Position as splitting machine operator. Experienced in lime and tan splitting. Satisfactory work guaranteed. Reference if desired. Can report for work on short notice. Address E-17, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

### Welting Expert

WANTED: Welting expert. Will consider full time or consulting basis. Should be thoroughly experienced in all phases of goodyear and specialty welt manufacture.

Address E-15,  
c/o Leather and Shoes,  
300 W. Adams St., Chicago 6, Ill.

### Making Room Foreman

PREFERABLE IN MASSACHUSETTS, but will go anywhere. Women's novelties. 20 years experience. Address D-17, c/o Leather and Shoes, 10 High St., Boston 10, Mass.

### Leather Expert

SEASONED TANNER of upper and sole leather. Freiberg Tanning School graduate, seeks position as plant superintendent. Knows Latin American markets. Speaks perfect English and Spanish. Also available as traveling representative South America. Address E-16, c/o Leather and Shoes, 20 Vesey St., New York 7, N. Y.

**Advertise  
Your Leathers  
in  
LEATHER and SHOES**

## LETTERS and INQUIRIES

EDITOR  
LEATHER AND SHOES  
BOSTON, MASS.

Dear Sir:

I have read with great interest your editorial in your issue of May 21st, 1949. Thank the Lord, there are people in this business who are awake to the menace of the horse and buggy ways of this industry.

I have had a personal grudge against synthetics, their advent, use, coming popularity, and mass public acceptance for the past four or five years. Like the fellow who sat down at the piano, "they" laughed at me when I sat down to play.

I remember only too well during my tenure of office as president of the National Hide Association, preaching against the fallacies of trying to sleep, while synthetics brewed their magic poisons.

It has just been my privilege to address the annual convention of the National Hide Association at the Brown Hotel in Louisville, Ky. The subject of my paper, "Dangerous Thinking," was well received by all of the hide men assembled there. As I pointed out to them, the danger was not so much in looking back at what had been lost, but in not looking ahead to see what might be gained.

I was particularly impressed about your comment about the "lack of fighting spirit." It has seemed to me that that is the basis for the defeat that sole leather has already suffered and that upper leather undoubtedly will encounter if progressive thinking is not made the order of the day.

What this industry needs, besides a good five cent cigar, is a first rate public relations program. A program that would integrate from the producer of the raw material down to the retailer of the finished products, be they shoes, luggage, or upholstered chairs.

It is certain that unless progressive and coordinated effort is brought to bear to re-educate the people of the United States into the values of leather, leather products, etc., there will be a constant shrinkage in markets and outlets for our products.

It almost seems as though as far as sole leather is concerned and soiling materials, we are working in a lost generation. The tremendous advertising programs that have sold the mass public on synthetics cannot be undone overnight. It would be wise, therefore, accepting the fact that many adults have been thoroughly sold on synthetic materials, to approach the new generation, the future consumers of America, to fertilize their thinking and make them the leather buyers and customers of tomorrow.

Perhaps the tanning industry as a whole has yet to learn that "you can't take it with you," or perhaps they prefer to learn the hard way, which is,

"you can't take it with you when you ain't got it to take."

Respectfully yours,  
Jack Weiller  
Friend Hide Co.

## DEATHS

### William A. Julian

... treasurer of the U. S. since the earliest days of the Roosevelt New Deal in 1933 and former power in Ohio politics, was killed in a head-on automobile crash on May 29 near Bethesda, Md. Julian was an outstanding stockholder in Julian & Kokenge Co., Columbus, O. shoe manufacturing firm, which he founded in Cincinnati in 1892.

Born on a farm near Frankfort, Ky., Julian began his career in Cincinnati as a bank clerk. He became a salesman, and finally a manufacturer of shoes, president of the Queen City Trust Co., and a director of other banks. He retired in 1923, reputedly a millionaire, and was appointed treasurer by the late President Roosevelt on June 1, 1933.

His wife, Gertrude M. Julian, daughter of a former mayor of Cincinnati, died last March 26 at the age of 80. There were no children. His only survivors are several nieces and nephews.

### Abraham Cotton

... 67, president of the McBreen Shoe Co., Chicago shoe wholesaler, died June 1, in a Chicago hospital. He leaves his widow, Rae, three daughters, Mrs. Charlotte Padnos, Mrs. Bernice Sievers, and Mrs. Hazel Augustus, and a son, Erwin.

## TANNING Materials

### Movement Slow

Raw tanning materials and tanning extracts moved at a slow but steady pace during the week and prices continued firm. No changes have been made in the price structure for the past couple of months.

Business in tanning oils was moderate and tanners' purchases were made mostly for immediate needs. Quotations on most items remain unchanged from last week.

● New Era Tanning Co., Newark, has filed a petition in Federal Court for approval of an arrangement to pay creditors. The firm is offering full payment of 25 percent on unsecured claims and lists assets at \$12,201 and liabilities at \$20,261.

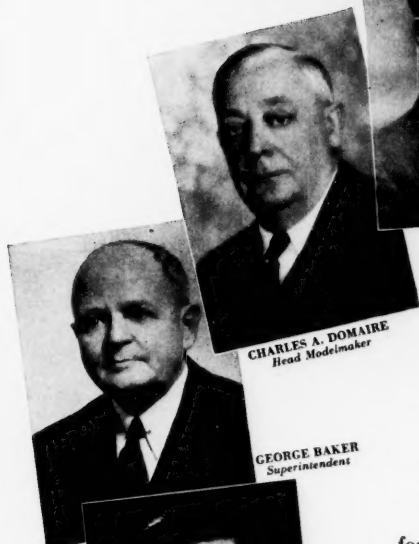
● Shoes manufactured by member firms of the St. Louis Shoe Mfrs. Assn. will be on display at the National Convention of the United States Junior Chamber of Commerce held at Colorado Springs, Col., June 7-11.

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# *In Rochester too!*

## FROM OUR RASP AND FILE COMES TOP-NOTCH STYLE



CHARLES A. DOMAIRE  
Head Modelmaker



W. T. NOWACK  
Manager



PAUL H. JACOBS  
Salesman



H. T. WOOD  
Salesman



GEORGE BAKER  
Superintendent

M. F. ZENT  
Assistant to Manager



E. M. HARRIS, Jr.  
Office Manager

**W**ill a shoe fit? Will a style move? How's the market for this and that—north, south, east and west? When manufacturers ask these and other basic last and footwear questions of the men of the Empire Branch they get a sound and helpful answer.

A happy combination of field, factory and desk men, their styling is imaginative, their experience is solid and their sources of information are extensive and reliable. Whether the order involves a single pair of lasts or a large run of sizes, these men stand ready to meet your demands.



**UNITED LAST COMPANY**  
BOSTON, MASSACHUSETTS

P & D

# Shoe Trimmings



**B**ACK in favor with greater style appeal than ever, P. & D. QUALITY CORDINE, SOUTACHES, AND OTHER SHOE TRIMMINGS offers a refreshingly new method of transforming plain patterns into stunning creations.

Available in a wide range of colors.

Samples gladly submitted.

## PERO & DANIELS, Inc.

BOSTON 30, MASS.